

TARA News & Topics published monthly by Dudley Powell 573-769-4598- Fax 573-769-4564 E-mail psss@nemonet.com



Greetings from Michigan!

Our winter meeting in Orlando is coming up quickly, so fill out the registration form, and send it in. You may check out the hotel at www.regalsunresort.com. We have lined up some informative sessions starting February 3, 2008. Bo Mandry of Big Truck Salvage will give a presentation on this popular parts source. This will be followed by Vehicle Inspection Systems with Dan Cleary. Dan will present the advantages of a roller brake tester and shaker plate system followed by a live demonstration in the parking lot. V.W. Kaiser will give a presentation on spring and king pin offerings. Dwight McAlexander with Volvo-Mac will give a presentation on their collision and parts programs. After lunch we will have a lively panel discussion with several fleet managers. Finally, John Bair will share a fantastic product—Vibration Analysis Software System. It was developed while John was at the Eaton Corporation and has been used successfully at our shop.

Tuesday we will spend some time Stu Orr of Adjustright who will share a truck estimating software system. He will go through the program and help us to develop a system of estimating and share information for those who do not do collision estimating. Stu has put a similar program on for us in the past and it is always an informative session. The afternoon session will be lead by Tom Knapke entitled time management. The ladies are also invited to this session which will include relevant information on thought processes.

Wednesday we will travel to the TMC Trade Show. This is the largest trade show only open to industry personnel. There is also an optional behind the scene tour of Disney if 20 or more participants are interested at \$99 a person. This is the most popular tour Disney puts on. See the separate sign up flyer.

Monday the ladies will be picked up at the hotel by Disney for a very popular escorted tour entitled "Gardens of the World." You may learn some landscaping tips to try out at home. Some walking will be involved, but we may be able to accommodate some special needs if advance notice is given.

Remember to call all of your friends in TARA and personally invite them.

Until next month,

Bob Razenberg

Bob Razenberg

QUOTE OF THE MONTH

"You can have everything in life you want, if you will just help enough other people get what they want."

~Zig Zigler~

TARA Program—Regal Sun Resort 1850 Hotel Plaza Boulevard • Lake Buena Vista, FL

Sunday, Feb. 3, 2008

5:30 PM Registration, Hospitality Hour
Super Bowl Party

Monday, Feb. 4, 2008

7:30 AM Closed Meeting (Regular Members)
8:15 AM Continental Breakfast
8:30 AM Open Meeting
9:15 AM Break
9:30 AM Bo Mandry Big Truck Salvage
10:30 AM Dan Cleary, Vehicle, Inspection System
12:00 PM Lunch
1:30 PM Drake Piper, V.W.Kaiser, Spring Pins & King Pins
2:30 PM Dwight McAlexander, Volvo Mack Corp., Collision & Parts Programs
3:15 PM Break
3:30 PM Fleet Managers Panel Presentation, Jeremy Ayers—Priority Transportation, Ken Johnson—Lenords Express, Bob Polka—Utility Shared Services, Bill Hinchliffe—TARA Moderator

4:30 PM John Bair, Truck Vibration Technology
Computer Software Vibration Analysis
Open Evening

Tuesday, Feb 5, 2008

8:30 AM Stu Orr, Adjustrite Estimating Program
11:30 AM Allied Member Reports
12:00 PM Lunch Includes Ladies
1:30 PM Tom Knapke, Western Ohio Education Foundation, Time Management
4:30 PM Bob Razenberg TARA Pres. Closing Remarks
Open Evening

Wednesday, Feb. 6, 2008

7:30 AM TMC Meeting, Exhibit, TARA Badge for Admission
1:00 PM Optional Disney Tour, Innovation in Action, Experience the Stories Behind the Magic, Special Registration Required, Enclosed sheet to register

Ladies Program

Sunday, Feb. 3, 2008

5:30 PM Registration & Social Hour
Super Bowl Party

Monday, Feb. 4, 2008

Open Morning
1:00 PM Tour, Walt Disney World, Gardens of the World

Tuesday, Feb. 5 2008

Open Morning
12:00 PM Lunch with men
1:30 PM Tom Knapke, Western Ohio Education Foundation, Time Management
4:30PM Bob Razenberg, Closing Remarks

Wednesday, Feb. 6, 2008

1:00 PM Optional Disney Tour, Innovation in Action, Experience the Stories Behind the Magic, Special Registration Required Enclosed sheet to register

HAPPY NEW YEAR!!

You may have noticed that we've changed our newsletter format to give a fresh look for 2008! Another change we made at our Bettendorf, Iowa meeting last fall is to reduce the registration fee for anyone that comes from the same company. The first registration is full price and the second, third or fourth registration is half price! This also includes the ladies.

As Bob said in his message it's great to be involved in such a great organization February 3- 6 will be our Winter Meeting in Orlando, Florida. The registration and program are on the following pages and are filled with things to do and see. We've also included additional information on the hotel and speakers in this section.

Hotel: Regal Sun Resort, in the heart of the Walt Disney Resort area, is our meeting location. Completely remodeled, with rates that are very good for this time of year (\$149.00). You will be able to use these rates three days prior to and three days after our meeting. Simply fill in the dates you desire on the registration form.

Visit the web site www.regalsunresort.com.

Super Bowl Party, Sunday Feb 2, 2008. Join your friends for our registration and Super Bowl event. We will have big screen TV, many goodies and a bar open from 5:30 PM until the game is over. This should be a fun event for all compliments of TARA.

Speakers: We have a great group of speakers with a variety of interesting and informative subjects.

Bo Mandry & Wayne Brannon, Big Truck Salvage: How to increase salvage bids. Buying complete salvage units. Used parts program.

Dan Cleary, Vehicle Inspection System: Discuss new business opportunities through the VIS System. Learn about new criteria for the enforcement agencies, and their use of brake testers starting in April 08. Live demo of VIS equipment

Drake Piper, V.W. Kaiser: Review when to change pins what to look for, and install step by step. Spring pins options and installation. Technical information and any questions you may have about this product.

Dwight McAlexander, Volvo Mack Corp. is the director of their collision & parts program. He will discuss the design and building of the trucks along with wreck repair procedures, approved frame rail repairs and discuss replacement procedure & etc. for Mack & Volvo. Time for questions that you always wanted to ask the manufacturer.

Fleet managers, Jerry Ayers, Priority Transportation, Ken Johnson, Leonards Express, Bob Polka, Utility Shared Services, and Bill Hinchliffe, TARA President Elect, Fleet Priority Services. What do the large fleets look for in outsourcing repairs, purchasing parts and related repair problems. How is a fleet managers perspective different from the owner operator, the insurance company? Any questions will be greatly appreciated.

John Bair, Truck Vibration Technology: Learn about a program that allows you to spend significantly less money and time in solving truck vibration problems. Take the guess work out of the equation and replace only the necessary parts.

Stu Orr, Adjustrite Estimating System: See how the Adjustrite Estimating System operates. See both the mechanical side & the body side of the program. Learn about the most common problems that users have. Ample time for any questions you may have.

Tom Knapke, Western Ohio Education Foundation: Time a non renewable resource, learn how to manage and use time in our life both at work and in leisure. Discussion about using both sides of our brain and how all this is affected by our own style of management and daily living.



Optional Disney Tour

Wednesday Feb. 6, 2008
Behind-The-Scenes Tours

Innovation in Action: From the first "talking" cartoon in 1928 to his bold vision of an Experimental Prototype Community of Tomorrow, Walt Disney always pushed the limits of technology. His innovative ideas inspired the creation of the Walt Disney World Resort. During this 3-hour behind-the-scenes adventure, you will hear stories about the early days of Walt's career and take your attendees to a variety of locations for an up-close look at innovation.

- **The Walt Disney World Nursery and Tree Farm:** see how Disney horticulturists create world-famous topiaries.
- **Textile Services:** Visit the state-of-the-art laundry facility, one of the largest in the world.
- **Magic Kingdom Park:** Discover the incredible attention to detail that allowed Walt to have his guests enjoy a three-dimensional experience that could not be duplicated on the movie screen.
- **The Utilidor System:** Journey beneath the Magic Kingdom Park to visit support systems located in the "tunnel," a utility corridor that supports the park operations overhead.

Three (3) hour tour that does require some walking. Minimum of 20 people required for tour. Deadline for tour registration is **Jan. 15, 2008. Tour Cost \$99.00 each person.**

Name: _____ @ \$99.00 _____

Name: _____ @ \$99.00 _____

TOTAL ENCLOSED \$ _____

Please make check payable to:
TARA - Disney Tour

Mail to: Wayne Reich
TARA Adm.
3741 Enterprise Dr SW
Rochester, MN 55902

REGISTRATION

TARA Winter Meeting
 Feb. 3 – 6, 2008
 Regal Sun Resort
 Lake Buena Vista, FL

Name _____

Company Name _____

Address _____ City _____

State _____ Zip Code _____ Phone _____

Fax _____ E-Mail _____

Registration Fees: Regular Meeting \$300.00 Additional Registrations (same company) \$150.00
 Print names as you want it to appear on badge. (Make copies for additional registrations.)

First Name	Last Name	Registration Amount
_____	_____	@\$300.00 \$ _____
_____	_____	@\$150.00 \$ _____
_____	_____	@\$150.00 \$ _____

Total Registration \$ _____

Prepayment Required: Check _____ or Visa/MasterCard _____ (information below)

HOTEL REGISTRATION: Regal Sun Resort
 1850 Hotel Plaza Boulevard
 Lake Buena Vista, FL 32830-2202
 Phone: 407-828-4444 www.regalsunresort.com

TARA must make reservations for meeting rates. **Hotel registration deadline: Jan. 9, 2008**
 Room Rates \$149.00 (Your room will be guaranteed with your credit card, no checks please.)

Name	Arrival Date	Departure Date
_____	_____	_____

Single _____ Double - Double _____ King _____ Non-Smoking _____

Payment Method: Check _____ Visa _____ MasterCard _____
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 TARA Administrator
 3741 Enterprise Dr. SW
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