



Greetings from Michigan!

I hope this letter finds all the TARA friends well and looking forward to a great summer. We have some information in this newsletter regarding the upcoming meeting in St. Louis this fall that you will want to be aware of. The meeting format will run from Wednesday thru Saturday, October 1st—October 4th, and the host hotel has been changed to the Airport Marriott. Additional information is on page 3.

This is the final part of a series on vehicle certification and the NHTSA registration. In previous newsletters we discussed vehicle certification, what certification is required, who is supposed to be certifying these units, when the units are required to be certified and what this means to TARA shops. If you missed the previous newsletters you can find them at the TARA website www.taraassociation.com or visit the National Truck Equipment Association website for further information regarding these certifications. (www.ntea.com)

The final topic is the requirement of the National Highway Traffic Safety Administration for all those shop that up fit vehicles by performing intermediate manufacturing, such as installing a pusher or tag axle, alter the frame such as lengthening or shortening the wheelbase, or certify a vehicle in its final stage such as installing a fifth wheel or installing a bed to be registered with NHTSA.

For those shops that perform this type of work the following is a step by step procedure to comply.

On company letterhead put the full name of your company, address, phone and fax numbers, owners of the company and State of Incorporation. List the products manufactured such as “company completes trucks in the final, intermediate and altered stages by installing equipment on incomplete chassis. Also list the GVWR range for those vehicles such as 40,000 to 50,000 lb. Sign and date the form, type the name of the signatory and capacity of the signatory such as president.

Also on company letterhead create a cover letter to formally request confirmation in writing from NHTSA to confirm your submission of the documents and that you are an incomplete, intermediate, altered, and /or final stage manufacturer.

Make copies of all the above papers for your records and send the original via registered mail so you know that it was received. Send the information to:

Administrator
National Highway Traffic Safety Administration
1200 New Jersey Ave. SE West Building
Washington, DC 20590
Fax 202-493-0073

If you have any questions or would like any additional information, please feel free to contact me.

Bob Razenberg

Have a great month!

Bob Razenberg

Paradigm Shift

50 years ago philosopher Thomas Kuhn coined the phrase "Paradigm Shift" The moment when our worldview fundamentally changes because of a new idea. Let me tell you in my life I have seen a number of paradigm shifts. Manual typewriters gave way to electric ones. Electric typewriters gave way to word processors. Now everyone has a personal computer, and many use lap-top versions. Telephone service has changed dramatically as well. Many people use their cell-phones exclusively. They don't even have a land-line phone. And now I guess the newest gadget is the I-phone which is a combination cell-phone and personal computer. Photography is another industry that has seen a tremendous change. From the old black & white images, to color, the old Polaroid self-developing pictures. Now we're in the digital age where you can down-load the images to your computer, pick and choose which images you want, either print your own images or e-mail them to a photo development place. This industry has certainly gone thru a "Paradigm Shift". My friend Bill Hinchcliffe told me that the Kodak Company in his hometown of Rochester, New York was once a major employer in that region, went thru a major reduction in force a few years

ago because they didn't get involved with the digital cameras in the early stages. They fell behind the competition and were really having a hard time getting caught back up. Our business model is shifting right before our very eyes as well. The transportation industry is a very competitive business. With fuel prices at all time record prices, a large number of trucking companies have gone out of business. Were any of these your customers? If so, did they go out of business owing you money? Bad debt is a huge problem for any small business and when times get tight, a number your of regular customers could be next in line to leave you holding the bag for their truck repair.

It seems in any economic downturn there are certain sectors of the economy that do worse than others. The transportation industry in this economy seems to have been hit pretty hard. Sometimes we have to step back and look at our business model and make some drastic shifts in how we do business. Right now the transportation industry is having a "Paradigm Shift" we have to be able to ride this shift out and stay ahead of the changes we are seeing.

Upcoming TARA Events

October 2008

What: TARA Fall Meeting

Where: St. Louis, Missouri at the Marriott Airport Hotel

When: October 1st thru 4th, 2008

Extra Info: Hosted by the Hunter Engineering Company

QUOTE OF THE MONTH

"Obstacles are those frightening things that become visible when we take our eyes off of our goals."

~Henry Ford~



TARA Fall Meeting Date and Location Change

**TARA Fall Meeting
Oct. 1-4, 2008
St. Louis Airport Marriott**

We will be holding our meeting in St. Louis but some things have had to be changed since last month's newsletter. TARA was unable to obtain the necessary meeting and sleeping rooms at the Adam's Mark Hotel where the N.T.H.E.C.C. was holding their meeting. We were hoping to share in the program with them and hold a joint meeting, but had to change our plans.

With part of our program already in place at Hunter Engineering, The TARA Executive Board decided to find a location nearer to Hunter Engineering and the St. Louis Airport. Through Hunter, TARA was able to obtain the necessary meeting and sleeping rooms at the St. Louis Airport Marriott to host our meeting.

We are still completing our program but as always we will have something for everyone. Education is always one of our priorities and this meeting will certainly be highly educational. Hunter is putting on a two day seminar on vibration, analysis, and the necessary corrections. TARA has always been on top of the learning curve and repair of the Heavy Duty Trucks, this information will most certainly put you at the head of the list in the vibration problems. We will be getting out the complete program and necessary information about the N.T.H.E.C.C. meeting to you very soon. If you have any questions give Wayne a call at 800-232-8272.

Current Schedule

October 1:	Registration and Hospitality
October 2-3:	Hunter Engineering
October 4:	Business Meeting in the Morning

Additional information including the ladies program will follow in the coming newsletters.



Truck-frame & Axle Repair Association

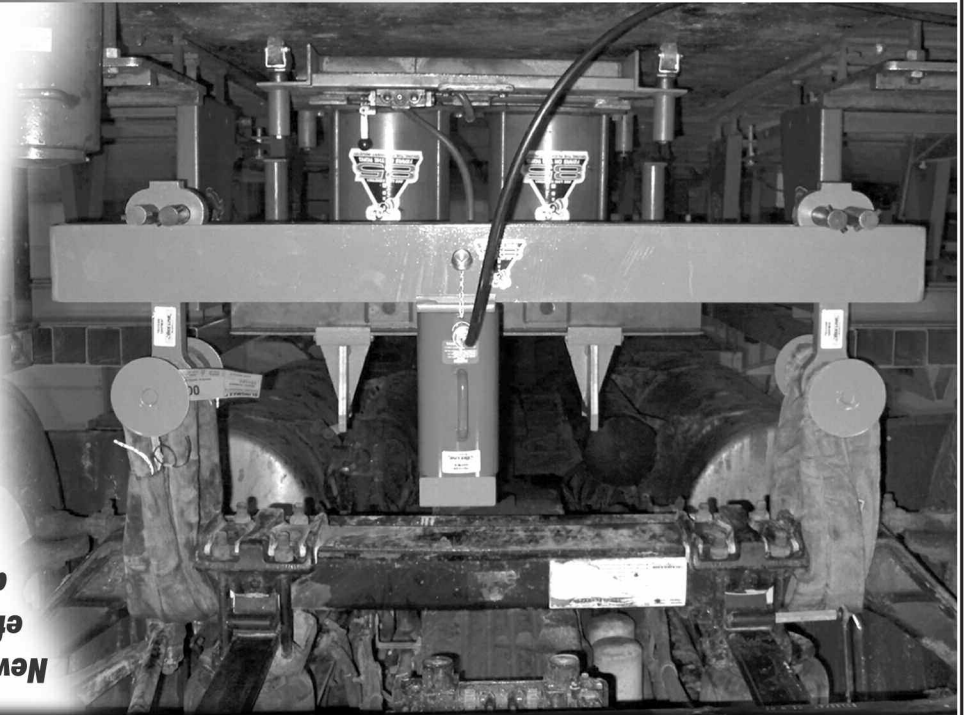
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