
UTA INDUSTRY WATCH

Volume 3, Issue 2

February 2002

Your Mind, Your Body & the UTA

- Nov. 8-10, 2002 -

That's the combination planned for the UTA's third annual convention set for the Arlington Resort Hotel & Spa in Hot Springs, Arkansas.

Nestled in the historic downtown district of the Hot Springs National Park in the Ouachita Mountains, the Resort offers the ambiance and hospitality of a traditional grand old Southern hotel.

Your UTA welcome gift will be a trip to the beneficial spring-fed bath house, staffed with skilled attendants and massage therapists. This year's convention will improve both your mind and your body.

You will be able to tour the famous Bath House Row and explore an abundance of art galleries and shops - all

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What Are *YOU* Doing To
Support The UTA?

President's Message

To say it can't be done is not in the vocabulary of the members of the UTA. Just let them know where you want to go and they will take you there.

The Board agreed to focus on membership and benefits this year, and in a joint effort we are doing just that.

The total membership going into November 2001 was 220. As of this January 22 it was 265. That is a 20% increase in less than three months - taking into consideration one month was Christmas.

A big hand of gratitude goes to Bruce Jodarski, the membership committee and everyone that signed up that one person I challenged you to get signed up.

All of you have done a good job but we're not there yet. Each one of us has to do a little extra. Don't forget, our membership goal is 402 in 2002.

The other committees are doing good jobs as well. Look on our web site and read some of the comments from our members.

Our thanks to Paul Spokas for his appraisal program.

I am receiving requests from members to

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within easy walking distance of the hotel. If you prefer, you can hike along the wooded trails of one of the country's oldest national parks.

The Arlington Resort Hotel & Spa has undergone many renovations since being built in 1875, but it still offers charming old Southern rooms. The hotel has three restaurants, a lobby bar, heated twin cascading pools, a sun deck, a mountain hot tub and a bath house.

The convention's golf tournament will be held at the Hot Springs Country Club. The club features two 18-hole championship courses with undulating greens and steep narrow Bermuda fairways lined by trees. Playing in November will provide golfers a beautiful color show from the changing of the leaves. This should serve to enhance the enjoyment of the game.

If you're not a golfer, you can climb on board a duck boat for a tour of the city and Lake Hamilton.

Saturday we will board the Belle of Hot Springs Riverboat to enjoy lunch and learn the secrets of America's "Spa City" from the boat's Captain. This entertaining tour includes million-dollar mansions, natural islands, quaint resorts, panoramic views of the Quachita Mountains, colorful anecdotes, humorous stories, and well-researched historical information.

We are interviewing speakers and setting the meeting plans now. Watch your newsletter for updates.

Last year's convention was educational, entertaining and a great success. This year's convention is already on track to be even better. Mark your calendar now so you don't miss out.

For additional convention information, or for details on sponsorship opportunities, contact Sue Dorso at 701-293-6941.

You can now contact
the UTA toll-free at:
1-877-GETS-UTA
(1-877-438-7882).

President's Message (continued)

be assigned to committees. This is exciting.

Please keep volunteering. All are welcome, and there is a place for everyone who wants to participate.

Our thanks to David A. Kolman and his publications committee. For the first time we are sending out a monthly newsletter.

David needs a continuous source of subjects to include, and is seeking submissions and ideas for articles.

If you would care to write an article for our newsletter, let him know. If you have any newsworthy information - perhaps developments with your company or personnel changes/honors or new products or services specific to the used truck industry, for example - send it to him. We welcome all newsworthy items.

We are already working on our 2002 convention. Start talking about this event to your friends, and make plans to attend.

Let's make this - our third annual convention - the biggest and best ever.

To quote Margaret Mead: "Never believe that a few caring people can't change the world. For, indeed, that's all who ever have."

-- H.E. "Eddie" Walker
President, UTA

Board Views & News

During our convention last year in Tucson, a voluntary collection was taken for the victims of the 9/11 terrorism attacks, and attendees gave generously. The board voted to match contributions given by the group.

When it became known that Marvin Gordon was too ill to attend the meeting, the attendees voted unanimously to donate those collected funds to Marvin and his wife Pearl. Even more dollars were collected at the banquet when then UTA President Steve "Bear" Nadolson proposed the gift. More than \$4,200 was donated.

Marvin is a founding father of the UTA's predecessor organization, the Used Truck Sales Network, and the creator of the annual Used Truck Seminar. His many contributions to the industry were acknowledged when he became the first recipient of an industry service award created by the UTA in his honor in 1999.

Marvin and Pearl retired to Tucson in 1991. Pearl died passed away on December 5, 2001. The two had been married for more than 50 years. Some of the donated funds were used to establish a memorial in her memory.

Marvin is reported to be doing well and is busy assembling some of the materials from the creation of the industry's first used truck organization. Marvin's son Jim is now living with him.

The UTA continues its work to serve the Used Truck Industry and promote professionalism. And now it's taken time to care for one of its pioneers.

-- Doug Dressen
Vice President, UTA

Many THANKS!

The UTA would like to sincerely thank these 2002 convention sponsors for their support and belief in our association:

Adesa Corporation
American Trucker
Best Used Trucks Of Fort Worth
Best Used Trucks Of Tennessee
Fastline Publications
Federal Assurance Leasing
Highline Capitol Corporation
International Used Truck System
Inerstate Online Software, Inc. - Soaar
Manheim
N.A.D.A Official Used Car Guide
National Truck Protection
R.L. Polk & Company - Truck Team
Truck Blue Book
Truck Paper
Workhorse Truck & Equipment Magazine

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Association Business Briefs

Listed -

The UTA and its upcoming annual convention will be listed in the Automotive Aftermarket Industry Association's annual *Motor Vehicle Related Directory*.

Upcoming Training -

Used Truck Selling Skills, March 7-8, Atlanta, GA. Tuition: \$295 for UTA members; \$350 non-members. Course materials: \$29.50. For details, contact Paul Spokas at Heavy Duty Marketing Associates at 336-454-5599.

Committee Members Needed -

Volunteers are needed to serve on UTA committees. Contact UTA President Eddie Walker at (817) 439-3900.

WELCOME New Members

Jay Caron, Equipment Assurance Corporation, Longmeadow, MA.

Lou Franklin, TEAM Vehicle Sales, Coral Springs, FL.

Andrew Jasper, Jasper Inc., Fort Wayne, IN.

Ron Meyering, M&K Quality Truck Sales, Grand Rapids, MI.

Paul Penberthy, PACCAR Leasing,
Bellevue, WA.

Rod Rafael, Truck Sales & Service,
Midvale, OH.

Mike Rafferty, *Truck Blue Book*,
Naperville, IL.

Tim Ronan, Fort Worth Vehicle Auction, Fort Worth, TX.

UTA GOVERNING BODY

Chairman - Steve "Bear" Nadolson, Arrow Trucks-Columbus, Pataskala, OH, 740-964-6600

President - H.E. "Eddie" Walker, Best Used Trucks, Fort Worth, TX, 817-439-3900

Vice President - Doug Dressen, Dressen Truck & Trailer, Afton, MN, 651-260-6878

Secretary - Justina Faulkner, *American Trucker*, Indianapolis, IN, 317-297-5500

Treasurer - Vince Anselmo, National Truck Protection, Carlstadt, NJ, 800-950-3377

Director - David A. Kolman, Newport Communications, Hampstead, MD, 410-374-0852

Board of Directors:

- Lee Chapin, *The Truck Paper*, Lincoln, NE, 402-479-2140

- Marty Crawford, Waters Truck & Trailer, Columbus, MS, 662-328-1575

- Al Hess, Wholesale 911, Kansas City, MO, 816-472-7775

- Mike Jackson, Volvo & GMC Trucks of Atlanta, Forest Park, GA, 404-363-8390

- Bruce Jodarski, Best Used Trucks of TN/First Appraisal Marketing Service, Somerset, KY, 931-456-6400

- Paul Spokas, Heavy Duty Marketing Associates, Jamestown, NC, 336-454-5599

- Jim Sundy, Nalley Motor Trucks, Atlanta, GA, 404-622-1921

- Terry Williams, Blue Book Values, Overland Park, KS,

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