



NETWORKING

KNOWLEDGE

ADVOCACY

RESOURCES

SEMI-TRAILER

DEALERS

MANUFACTURERS

& AFFILIATED SERVICE

PROVIDERS



**Bring the Benefits
of the NTDA
to Your Business**

ABOUT NTDA



I like that the organization is focused on the development of the trailer dealers' businesses, more so than just creating an association. By that, I mean the association genuinely looks to the members (Dealer and Allied) for input on upcoming needs, trends and opportunities to improve the industry and always looks out for the dealer's success. - *Jeff Barber, Interstate Utility Trailer*

Our Members



History

Established in 1990, the National Trailer Dealers Association (NTDA) represents nearly 900 companies that sell, manufacture, lease, and repair semi-trailers as well as trailer parts and accessories throughout North America. Affiliated industry service providers also belong to the Association.



NTDA gives our dealership the ability to access a wide range of businesses in the trailer industry through a great balance of networking and programming content. - *Gerald Bourchard, Arne's Welding Ltd.*

Your Association



Best-in-Class Programs and Services

The NTDA represents the interests of its members through effective advocacy, best-in-class education and high-quality products and services. The NTDA provides Federal Excise Tax (FET) information through a hotline manned by tax specialists; education; and valuable member programs and services. The NTDA produces an annual convention and exhibition featuring new product introductions, world-class educational programs, networking opportunities, and a Golf Tournament benefitting our Scholarship Program. Board and staff members make annual visits to meet with Senators and Congressional representatives in Washington, DC. The Association is headquartered in Brighton, Michigan.



The NTDA does a great job of facilitating business relationships and networking opportunities. - *Jennifer Blount, Carpet Trailer Sales, Inc.*

ADD YOUR VOICE

Smart Advocacy — A Collective Voice

The NTDA unites the collective strength of its members to ensure the best possible environment for semi-trailer dealers and manufacturers. We track proposed legislation and regulations, promote the contributions of semi-trailer industry participants, and advocate on our members' behalf. Members are encouraged to join the NTDA in grassroots efforts to educate legislators about dealer and industry issues and show how their decisions in Washington affect your dealership, business and employees back home.



There is unity within our industry. NTDA is the conduit to bring everyone together. The NTDA is about truly supporting each other, whether it is another dealer, or a supplier, or a manufacturer. - *Mark Hall, Stoops Freightliner*

Access the Largest Network of Semi-Trailer Dealers & Manufacturers

Leading semi-trailer dealers belong to the NTDA as well as major trailer manufacturers including, but not limited to: Wabash National Corporation, Great Dane Trailers, Hyundai Translead, Utility Trailer Manufacturing Company, Vanguard National Trailer, Stoughton Trailers, Manac Trailers USA, Fontaine Trailer Company, MAC Trailer Manufacturing, Inc., Heil Trailer International, The Strick Group, Pitts Enterprises, Timpte, Inc., East Manufacturing Corp., Trail King Industries, Doepker Industries, Felling Trailers, Travis Body & Trailer, Inc., Doonan Specialized Trailer, Talbert Mfg., Inc., Landoll Corporation, and others. Manufacturers of trailer components and accessories also belong to the NTDA as well as affiliated service providers. Visit the NTDA Web site, www.ntda.org, for a complete listing of members in the online, searchable Membership Directory.

Dealers can access leading trailer manufacturers to pick up new lines. Trailer and component manufacturers as well as affiliated service providers can promote their latest products and services to leading dealers through the Association. What you know and who you know can mean the difference between missed opportunities or meeting objectives. The NTDA connects its members to help them do more business together.



I appreciate the NTDA's professional approach — topical support forums — great networking opportunities at the annual convention. A very professional front office staff and support mechanism for dealers. The networking opportunities and educational opportunities address our common business problems. - *George Cobham, Glassvan Great Dane*



GET CONNECTED

Stay Informed

Members of the NTDA have access to a wide variety of print and electronic resources, filled with the information your business needs to succeed. As an NTDA member, this information is not only at your fingertips, much of it is free to you and your employees.

Join the NTDA and you will also be up-to-date and well-informed with communication tools that include:

- The NTDA *Membership Directory* (The NTDA print and online Membership Directory provides links to member Web sites as well as valuable content. Available in print and online)
- Dealer Financial Performance Data
- Dealer Employee Compensation Survey Reports
- Dealer Service Department Labor Hours Guide
- NTDA's *TrailerTalk* (print newsletter)
- Unlimited subscriptions to NTDA eNews (e-newsletter)
- Unlimited subscriptions to Legislative and Regulatory Alerts
- www.ntda.org.



The ability to network with other dealers and the FET hotline are some of the most valuable resources provided by the NTDA. It's a central place for industry information.
- Michael Depew, CMD Trailer Sales & Leasing, Inc.

Federal Excise Tax Compliance Hotline

Members have unlimited access to the Association's Federal Excise Tax (FET) Compliance Hotline for assistance with questions relating to tax applications, importing and exporting, sales to government entities, installing trailer accessories, tire tax credit, and more. The NTDA provides this service as a benefit of membership. Below are examples of just a few of the questions received via the FET Hotline:

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| <ul style="list-style-type: none">• If we collect a deposit from a customer for a trailer, should we collect FET at that time as well?• Do we need to charge FET on the sale of a liftgate?• We are a new trailer dealer and one of my customers just told me that other dealers charge FET on the sale of new trailers. Is that something we are required to do too?• Are converter dollies taxable?• Can you provide a clarification of FET on | <ul style="list-style-type: none">freight?• Are side skirts used to make trailers more aerodynamic FET exempt?• A customer wants to trade in a used trailer from Canada. Do we have to charge FET on the first retail sale of the trailer if we cannot prove it was ever titled in the U.S.?• If we sell a trailer and take a loss on the sale, are we required to pay FET on the full retail value (price we paid to the manufacturer) versus the actual retail sale | <ul style="list-style-type: none">price?• If we have a stock trailer received from the factory and we sent that trailer out to have a reefer unit put on it, would we collect FET on the freight to move the trailer a second or third time for the equipment upfit?• We are farmers purchasing a 48ft. gooseneck trailer with a 40ft. flatbed and the trailer is "farm tagged," would we pay FET on the purchase of the trailer? |
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INCREASE KNOWLEDGE



Stay in the Know

The NTDA provides free Webinars on topics such as:

- Return on Service Investment
- Increasing Parts Sales
- Hiring and Retention
- Fraud Prevention for Trailer Dealers
- Tax Trends and Updates
- Tax Audit Rules and Best Practices
- Tax Rules — What Business Owners Need to Know
- Import/Export Transactions and Sales to Local Municipalities
- Mobile Machinery and Off-Highway Use Exemptions
- Federal Excise Tax Deductions, Common Mistakes and IRS Exam Best Practices
- Basics of Federal Excise Tax
- Regulatory Changes.



I appreciate the training opportunities throughout the year as well as at the annual convention. The convention is always enjoyable and beneficial to us and again offers us the opportunity to network and receive training, not to mention industry updates.

- Stan Mayfield, American Equipment & Trailer, Inc.

In-person, fee-based seminars are also offered covering topics such as Sales Performance: Measuring What Matters; Improving Sales Profitability; Maximizing Trailer Parts Sales; Market Share and Profits; Identifying Performance Measures for the RO Process; Parts Department Operations Workshop; Excellence in Service Department Operations Workshop; and General Manager Training.

Additional resources are available in our online virtual library, including:

- Benchmarking survey reports
- Online resources including links to federal standards
- Trailer manufacturing requirements
- Vehicle size and weight information
- Advocacy alerts
- CSA regulations
- CARB rules
- Regulatory compliance
- EPA regulations
- IRS guidelines
- FET compliance.



I have appreciated the close network of others in the industry. Although some of us are competitors, it is a small industry and the NTDA brings us together as friends and co-workers working for a common goal. - Eric Kilgore, Vander Haags, Inc.

COMPETE, GROW, INNOVATE & NETWORK

Stay Connected

The NTDA's Annual Convention is one of the best ways to meet with fellow industry professionals – all in one great resort location. Meet with fellow trailer dealers, leading OEMs, component manufacturers and industry service providers. Hear from world-class presenters about where the industry and economy are headed. Discover the latest trends and stay abreast of regulatory changes



that could impact your business. Learn about new trailers, products and services during the NTDA Exhibition.

If there is a dealer, manufacturer or service provider you want to connect with, as an NTDA member, you are certain to find it. No matter where your dealership is located – or how you want your business to grow – NTDA membership will help you build the right relationships and make the best connections. Throughout the year, members are invited to Networking Receptions held in conjunction with industry trade shows and events. Members use the NTDA's Membership Directory, Web site, and NTDA Convention app to stay in touch, or to make new contacts all year long.



 The relationships that grow from meeting folks at NTDA events lead to more growth opportunities for my dealership. It is a very good organization to meet and socialize with like-minded people in the transportation world, along with the opportunity to grow your business. - *Charlie Blyth, Blyth Trailer Sales, LLC*

Next Generation Networking

The association's Next Generation Networking program provides education and networking opportunities for individuals of member companies who are under 40.



The Next Generation Networking Program promotes positive ideas for our organization. - *Joel Hought, Northwest Truck & Trailer*

BENEFIT FROM MEMBERSHIP

Programs and Services

The NTDA is constantly developing new member programs to raise the level of professionalism among members and the industry as a whole. The NTDA offers additional services, including a scholarship program that benefits children of NTDA member employees. Graduating high school seniors are eligible to apply for the scholarship. One or more awards are granted each year. The NTDA has proudly awarded nearly \$120,000 in scholarship money since 1998.



Other benefits of membership include:

- Discounted display and electronic advertising.
- Enhanced member Web content, including a searchable member directory including all individual contacts, Membership Directory FlipBook, downloadable membership database in Excel, Webinar recordings and PowerPoint presentations, *TrailerTalk* Flip Book, and additional FET Compliance Resources (login required).
- The ability to request mailing lists or download them from the NTDA Web site.
- Submit press releases and articles to the NTDA for posting online.
- Submit job postings to the NTDA for posting online.

Savings

In addition to helping members increase their profit potential through information, educational programs and networking, the NTDA also helps you save money. The NTDA has developed programs designed to meet the specific needs of its membership. Members receive significant savings off Convention and educational programming registrations; publications and resources; and when you use the NTDA's Discount Shipping Program. The average savings for members using the shipping program is more than \$1,100 per year. The NTDA also offers a group insurance program through J.D. Fulwiler & Associates to help members find competitive rates for general liability, product liability, workers' compensation and other insurance.



Overall, the NTDA is very well-organized and operated. The organization is what I consider the epitome of what a good industry organization looks like. - *Bill Schuler, Doepker Trailers*



Join Us

Expand your opportunities to enjoy increased exposure, growth and profits. Do it by joining the NTDA. Return the enclosed application today, or visit www.ntda.org for more information and to submit your application online.



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