



Trailer Dealers —
Bring the Benefits of the
NTDA to Your Business



Networking

Knowledge

Resources



Access the Largest Network of Trailer Dealers & Manufacturers

- Networking** Develop Long-lasting Relationships
- Education** Learn Through Convention, Webinars, Seminars
- Resources** Get the Latest Market Data, News, Research
- Savings** Save Money on Insurance, Shipping & More
- Services** Stay Informed with FET Resources, Regulatory & Legislative Updates

Access to one of the largest networks of trailer dealers is critical. Accessing leading trailer manufacturers to pick up new lines and to stay abreast of the latest technology is equally important. What you know and who you know can mean the difference between missed opportunities or meeting objectives.

Now is the time to bring these benefits to your dealership. Now is the time to join the National Trailer Dealers Association (NTDA) — the only voice for independent semi-trailer dealers. By joining the NTDA, you become part of a family of industry professionals who utilize the Association to enhance their businesses and their careers. Known throughout North America as the authoritative voice of the semi-trailer industry, the NTDA speaks for you and with you, working hard to make your job easier, and to ensure your ongoing success.

STAY INFORMED

Members of the NTDA have access to a wide variety of print and electronic resources, filled with the information that trailer dealers need to succeed. To gather this quality and range of vital data on your own would be nearly impossible — too costly and too time-consuming. As an NTDA member, this information is not only at your fingertips, the majority of it is free to your dealership and branch locations. Members have unlimited access to the Association's free Federal Excise Tax (FET) Compliance Information Hotline for assistance with questions relating to tax applications, importing and exporting, sales to government entities, installing trailer accessories, tire tax credit, and more.

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

- NTDA *Membership Directory* (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)
- *NTDA eNews* (e-newsletter)
- Legislative and Regulatory Alerts
- www.ntda.org.



STAY IN THE KNOW

It goes without saying that to succeed in today's fast-paced business environment, you need the right knowledge. Education is the secret to staying on top of the trends and ahead of your competition.

The NTDA helps you do just that with Webinars and Seminars on topics like Return on Service Investment, Increasing Parts Sales, Developing a Social Networking Strategy, Hiring and Retaining Millennial Employees, Fraud Prevention for Trailer Dealers; Federal Excise Tax, Regulatory Changes; and matters impacting your dealership's bottom line.



Membership That Makes a Difference

STAY CONNECTED

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

The NTDA's Annual Convention is another opportunity that focuses on the industry's and dealers' most pressing issues. And, at costs considerably less than you would find elsewhere, the NTDA's educational efforts ensure that you will have the understanding to make the smartest business choices.



Additional resources are available from the NTDA, including: benchmarking survey reports; online resources including links to federal standards, trailer manufacturing requirements, vehicle size and weight information, CSA regulations, CARB statutes, regulatory compliance, EPA regulations, IRS and FET Guidelines, and more. The NTDA print and online Membership Directory provides links to member Web sites as well as valuable content.



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. The NTDA's Annual Convention is one of the best ways to meet with fellow dealers and other industry professionals — all in one great resort location. 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 application to stay in touch, or to make new contacts all year long.

Members may submit press releases and articles to the NTDA for posting online. The Association also offers services such as assistance with public relations, sponsored e-blasts, graphic design services, and other promotional opportunities.

Established in 1990, the National Trailer Dealers Association (NTDA) represents nearly 900 companies that sell, manufacture, lease, and repair semi-trailers and trailer parts and accessories throughout North America. Affiliated industry service providers also belong to the Association. The NTDA provides Federal Excise Tax information through a hotline manned by tax specialists; education; and valuable member programs and services. The NTDA produces an annual convention and exhibition that features new product introductions, world-class educational programs, networking opportunities, and a Golf Tournament that benefits the NTDA Scholarship Program. The Association maintains its administrative headquarters in Brighton, MI.

— Gwen Brown, NTDA President





Get the Edge — Join Today

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 of Convention and educational programming registrations; publications and resources; and when they 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.

ADDED PROGRAMS & 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.

JOIN TODAY

Boost your access to essential information; stay abreast of issues that affect your dealership most; and network with fellow dealers and with manufacturers to increase sales or to advance your career. Give your company and career the edge needed to succeed in today's fast-paced, ever-changing business environment. 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.

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