

Aftermarket Distribution SUMMIT

Presented by CVSN and Truck Parts & Service.

SPEAKER LINEUP



Bill Lasky

Accuride Corporation.

Bill will give us his assessment of the heavy duty aftermarket, where it is now and what the future will bring. How suppliers like Accuride view the OES programs and the traditional independent aftermarket and how the current economic situation is affecting the decision making process. How planning the strategies for future success have become more difficult when survival takes center stage.



Wayne Munn

Business Savvy Technology Leader

Wayne will discuss leading technology (IT) capabilities and trends that are strategic to business. Attendees will learn these can be implemented in any business regardless of existing technology experience and with limited resources. Following the presentation the attendees will have a greater confidence to move forward taking on business challenges with technology solutions! Presentation will include a Q & A session. Speaker Sponsored by Datalliance/HDX



Brent Grover

Evergreen Consulting, LLC

Brent is Managing Partner of Evergreen Consulting, LLC and an NAW Institute for Distribution Excellence distinguished Fellow. He serves as an advisor to the distribution channel on strategic planning, mergers and acquisitions, and profit improvement. Brent is the author of six books for the NAW Institute for Distribution Excellence including the best-selling Strategic Pricing for Distributors, published in 2009.



Scott DeGiorgio

Mitchell1

As technology on trucks develops and advances independent parts distributors, independent service providers, and their vendors can have difficulty finding the right part or service procedures for the job. If you are a parts distributor, a service provider, or vendor to independent providers you should not miss this presentation that will offer information necessary to compete now and in the future. Speaker Sponsored by HDDA (Heavy Duty Distributor Association)



Rick Farrell

Tangent Knowledge Systems

Richard Farrell is President of Tangent Knowledge Systems, a Chicago sales training and development firm. He has been in sales for 25 years and sales training for 10 years. He has authored numerous articles in international and national publications about his unique non selling sales process and has had many articles written about his company. He is the author of an upcoming book.



April Chapman-Broussard

Speakin' Up

April Chapman-Broussard is a consultant, speaker and workshop facilitator with Speakin' Up, specializing in social media applications for business. She works with clients to develop social media strategies to market their businesses and events effectively online. She offers workshops and webinars, training individuals and companies on how to use LinkedIn, Facebook and Twitter.



Harvey Peterson

CATCO Parts & Services

We will honor the life and accomplishments of long time industry icon Harvey Peterson, CATCO Parts & Service