

Caterpillar Dealers Used Parts Association  
“Second Life”  
36<sup>th</sup> Edition – August 2007

***CDUPA Mission Statement***

**Provide a forum for the exchange of technical information,  
education, knowledge and professionalism by promoting new ideas to the benefit  
Of all Caterpillar Used Parts Dealers.**

Notes from the President:

I would like to thank all the folks at Yancey Cat for a job well done in hosting the 2007 meeting. I am also looking forward to attending in May the 2008 meeting in Peoria, Illinois hosted by Altorfer Cat. The meeting will be on May 20 thru May 22. The agenda will be completed over the next 3 or 4 months. I look forward to another well planned meeting. They keep getting bigger and bigger every year. This would not be possible without everyone's involvement.

I would like to thank Mike Barnett of Halton Company and his group for his help with the newsletter year in and year out. I am going to try and do the newsletter for everyone until a new dealer steps up and would like to do it.

I have had a lot of inquiries about the 2008 meeting in Peoria already and look forward to have a large group attending. I sat down the other day and went through an old CDUPA list. Yes it was on paper in a notebook and not an e-mail or on a disc and realized just how much our membership has changed over the last several years. We say good-bye to long time friends like Joel Hillhouse, Frank Woodlee, and Sam Partain to name just a few. Many more have left to take promotions in their dealership. We have had quite a turn over as far as membership with a lot of new folks joining us on the board and as officers. After looking at all the changes over the last few years it made since why there is such a buzz about Peoria. A lot of our membership has never had the chance to see Peoria or visit any of the plants. Kathy has also received a lot of inquiries from overseas dealers about our meeting. With all this said, I have enclosed a letter from Mr. Bill Kolb explaining some of the items we are putting together for everybody.

**ALTORFER USED PARTS**

3520 MOBERLY AVE. HANNIBAL MO. 63401

BILL KOLB OR CHUCK STEWART

800-976-9358

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BACK TO BASICS  
2008 C.D.U.P.A MEETING IN PEORIA

Hello everybody.

08/02/07

Because we are sponsoring this years meeting I really hated to have to miss the meeting in Savanna but it could not be helped. I realize it is pretty early to start talking about next year but because of all the phone calls I have had I figured there were a few things that I had better try to communicate to everybody.

Most of the questions are about the tours that we are going to set up on Tuesday the 20<sup>th</sup>. Anybody planning on going will have to fly in on Monday because the tours are going to start very early in the morning and not return until close to the time for the reception that night. There will be a limited amount of space available for the tours. We do not have an exact number yet but my advice will be that if you are planning to go you had better let me know as early as you can. Until we see how many spaces we have and how many people want to go we are going to have to limit the tours to dealer personal only and not more that 2 people per dealership. If there turns out to be space available we will open it up to more dealership people and spouses.

Right now it looks like we will have space for about 40 people to go but we are trying to get that number bumped up. We are planning on going to the Mossville engine plant, Morton Parts Distribution and Bldg. S.S. where they build the big track type tractors. I have had a few people say they would rather see the foundry at Mapleton that than Morton Parts so if anybody has a thought on this I would welcome your opinion. There is an outside chance that we could do all 4 in one day but it would be tight. The request I have at this time is that if you make a reservation to go when the time comes please show up because you may be preventing somebody else from getting to if you make a reservation "just in case". This is going to be a very involved process and I will greatly appreciate everybody's patience.

The dinner on Wednesday night is going to be out at the Edwards demonstration area and bus service will be provided to and from the dinner. I might add that the busses will be the only way to get there, private vehicles will not be allowed. This is going to be a great event and we will have to cut the meeting a little short that day but we always have some extra time anyway.

As we get closer to the meeting date much more detailed information will be provided. This is just a quick overview to help answer some of the questions I am being asked .I look forward to seeing everybody there.

Have a great year.  
Bill Kolb

Blanchard Machinery Used Parts would like to welcome Becky McMillan to our sales force. She brings several years of sales experience with here after leaving the pharmaceutical industry.

The only other breaking news is a letter enclosed from Cleveland Brother Equipment Company. Bob Thompson has included a list that is attached for everybody's viewing. Please contact them directly.

CDUPA MEMBERS:

As you may already know, Cleveland Brothers Equipment Company will be moving to a new central parts distribution center in November, 2007.

In an effort to reduce moving and restocking expenses, I would like to offer our inventory to CDUPA members.

We will work with individual items or packages of any size. All of our inventory has been inspected, reconditioned or rebuilt by our shops. Everything is on the shelf and ready to go!

Please see the attached inventory list and call me for details.

Regards,

Bob Thompson  
Used Parts Manager  
Cleveland Brothers Equipment Company

Office: 724-468-3692

Cell: 412-551-9541

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The following people have been nominated and accepted to the board.

Tom Rockwell from Ohio Cat.  
Art Young from Thompson Machinery  
Mark Durgin from Milton Cat

Our New vice president is Terry Gillum from N.C Machinery.

The newsletter is our little trade paper if you would like to say and I keep preaching on it. If you have any items of interest please let me or one of the board members know or e-mail it to Kathy at Whayne Supply. It is hard to believe that we don't have any changes out there in the wide world of Used Parts.

If you have an inventory cleanout and would like your list emailed to the members, send it in attachment form and Kathy will send it out via email to the members. They will contact you directly.

If you have any news feel free to contact one of us and we include in the newsletter. Hopefully the next newsletter will be on time. I hope everybody is busy and having a good year. I look forward to working with all of you for another year and I hope to see all of you in 2008.

Sincerely,

Mark R. Walker  
Cdupa President