



## CVSN ALL-INDUSTRY TECHNICIAN TRAINING

CVSN is proud to offer Technician Training solutions for the whole industry including fleets, independent service shops and anyone else who needs access to training for their mechanics.

CVSN is proud to be working with three top quality training resources. Pro-MECH Learning systems, SPI Service Professionals, Inc., and WheelTime University's Total Tech.

Each training firm brings specific expertise for the heavy duty technician. This training is open to all fleets and independent service shops. Pricing is modest, especially for the quality of the training you will receive (CVSN members will receive a discount).



3943-2 Baymeadows Road  
Jacksonville, FL  
32217

Phone: 904-737-2900  
Fax: 904-6369881  
[www.cvsn.org](http://www.cvsn.org)



# Distributor Value Proposition



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## CVSN/GenNext Training Expo

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CVSN in partnership with GenNext hosts a distributor Training Expo in Atlanta, Georgia which allows product trainers from the heavy duty parts suppliers an opportunity to train distributors from all over North America with the function of Outside/Inside Sales, Branch Managers and Parts Managers in a unique classroom and show floor set up. This model saves suppliers money and time versus visiting all the distributor locations separately. Go to [www.cvsn.org](http://www.cvsn.org) for more information.

## HDAW

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CVSN is committed to the Heavy Duty Aftermarket. As part owner of the Heavy Duty Aftermarket Week (HDAW), CVSN provides distributors a unique week-long conference featuring one-on-one business meetings, education sessions, networking and a world-class aftermarket product expo. Go to [www.hdaw.org](http://www.hdaw.org) for complete information.

## Right to Repair

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CVSN led the fight for right to repair for the independent HD aftermarket and negotiated an agreement with the engine and vehicle manufacturers. The right to repair Memorandum of Understanding (MOU) will enable the independent aftermarket to compete with dealers in your service market on a level playing field. CVSN will coordinate with NASTF to provide easy access to OE links to diagnostic and repair information.

## Aftermarket Summit

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CVSN holds the Aftermarket Distribution Summit every September. The ADS provides a unique opportunity for Suppliers and Distributor peers to network, regardless of marketing group affiliation. In addition, there are education programs specifically targeted to help independent distributors and supplier companies achieve better performance from their businesses. The ADS also provides programs on legislative and economic issues of benefit to both distributor and supplier attendees.

## Private Strategic Planning

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Unique to the Summit are the Private Strategic Planning Sessions (PSP's). Structured like mini DAC's the distributors are able to meet with key suppliers and discuss critical distribution issues. Fifteen (15) supplier companies host these meetings.

## CVSN and HDDA/Auto Care

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CVSN has established a working relationship with the HDDA/Auto Care Association to present a unified front to support and defend the heavy duty aftermarket's legislative and regulatory interests.

## HD Insider Newsletter

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CVSN publishes a quarterly Newsletter called the Heavy Duty Insider that focuses on specific members and suppliers along with providing educational and training materials. The magazine offers supplier sponsors of CVSN a free opportunity to advertise their products.

## Other Member Benefits:

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- Yearly Performance Analysis Report (PAR)
- Exclusive NAW Cost-Saving Programs
- Hard-to-Find Parts Request System