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2017 is flying by quickly and it’s hard to believe that we are half way through the year. I want to recap the events of the spring and let you know what we are working on for the remainder of 2017.

I feel like we were just at HDAW17 battling the elements and travel delays. None of which deterred us from a great opening reception, strong one-on-one meetings, product expo and another exceptional all-industry HDAW. CVSN is proud to be one of the three owners of this event and we value our partnership with HDDA/Auto Care and HDMA. We are currently in the planning stages of HDAW 2018 and are looking forward to making the event even bigger and more exciting.

In April CVSN and GenNext hosted our second and now annual Distributor Training Expo event in Atlanta. This year we trained 175 distributor managers, counter personnel and outside sales people. We also had an increase in supplier representatives in attendance representing 23 companies.

The suppliers in attendance were once again overwhelmed by the attendees seeking knowledge of their products. One supplier told me “the amount of people that you see in this short of time, I mean you can’t beat it“. Next year’s event will be once again held in Atlanta. More information will be available soon. Please visit the CVSN website to reserve your spots for this GREAT training opportunity. Be aware that spaces are limited and time does seem to fly.

As always I look forward to seeing everyone at CVSN’s Summit. This year we were forced to cancel due to hurricane Irma. I wish nothing but the best to the people of Texas, Florida, and Puerto Rico for a safe and speedy recovery. See you all at HDAW in January.
Transitions. What a great opportunity we are given when we go through transitions. We dream of future potential and then have the incredible chance to implement new plans. Sure, transitions can be scary. But isn’t that what adventure is all about? We take risks. Sometimes we fall short and get a little scraped up and other times we nail it and shout our exuberance from the tops of mountains.

The heavy duty commercial truck industry is going through a transition. At times it seems to be going along at a glacial pace – can it even be considered a transition? Other times, the changes and transitions that are occurring seem to hit us at warp speed. Either way, it’s exciting when the water is stirred up. We’ve got telematics hitting the industry, we’ve got succession planning issues, we’ve got deep pocket competitors and savvy tech workforces entering and speeding up the truck parts marketplace.

With such activity, what is one to do?

CVSN is going through a transition as well. We’ve had years and years of incredible leadership, most recently by Marc Karon, Dave Willis and Edward Neeley. Some might hope we don’t have too much of a transition to the next sucker. That’s my hope too. But change (in this case required by the by-laws), allows us opportunity to look at what we are doing right, what we are distracted by and what we can improve. As incoming President, it is my hope to continue to build on the success that CVSN has so boldly begun in the heavy duty aftermarket – championing our industry before legislatures, enhancing relationships all across the map and looking for ways to make sure that we stay relevant in the years to come.
So here’s to a “stirred, not shaken” upcoming year and enjoying a little excitement in the heavy duty aftermarket. You up for the adventure?

ANDY ROBBLEE
President of Six Robblee’s
CVSN Incoming President
Distributor of the Year
Finalists:
1. Action Truck Parts
2. Drive Train Industries
3. Harman Heavy Vehicle Systems
4. Potter Webster Company
5. Wofford Truck Parts

CVSN is very proud that 3 of the 5 finalists for the 2017 Distributor of the Year award are CVSN Member Companies. Good luck to all these great organizations. You are all winners just by being nominated for this prestigious award.

It is said that “You are known by the company you keep.”
Your company can also be a part of the “Best of the Best.”

Join CVSN today at www.cvsn.org or call us at 904-737-2900.
With 2 successful years under the belt, CVSN and GenNext are ramping up for an even bigger event in 2018. DTE will be held April 20 – 22, 2018 at the Hyatt Regency in Atlanta, GA. Show management put a cap on the number of distributor attendees to budget and plan for the event. DTE has had a steady increase with 150 distributors in 2016, 175 in 2017 and now 200 in 2018. The event has been sold out with a waiting list each year and there’s no doubt it will sell out again in 2018. You can hear feedback and see some familiar faces from the 2017 event here: https://app.box.com/s/ygou7epg5jjmyiore06xjpwyhxfqtq0

Suppliers have also increased each year and are capped to allow for adequate meeting time with the distributor attendees:
2016 – 12
2017 – 23
2018 – 30 (estimated)

A full list of 2017 distributor and supplier attendees can be found at: https://miregistration.net/gncvsndist/#sponsors

Meeting Details:
When: April 20 - April 22, 2018
Where: Hyatt Regency-downtown Atlanta GA
BOOK YOUR SPACE NOW FOR THE THIRD ANNUAL CVSN/GENNEXT TRAINING EXPO!
April 20th-22nd 2018 - Hyatt Regency - Atlanta, GA

Who Should Attend?

**Distributors:** This program is designed for outside sales, parts managers, and branch managers from all aftermarket distributor companies.

**Suppliers:** This program is designed for suppliers interested in training 200 distributor salespeople coast-to-coast from the U.S. and Canada.

Who's Invited:

The product trainers from the heavy duty commercial vehicle parts suppliers who will have the opportunity to train up to 200 Distributor Attendees with the function of Outside Sales, Branch Manager, and Parts Managers.

This is a great opportunity to train your distributor customers at one place at one time and will be a significant cost savings (rather than travel to each individual distributor company location) for the supplier companies who participate. Sign up quickly as there are a limited number of supplier spots available.

The cost of this event is comparable to other industry events but gives you more face to face time with your customers. The fees for suppliers and distributors have been adjusted as outlined below.

The distributors will pay $495 per person and that will include flight, hotel, meals, networking events, speakers and training. **Book before Nov 1st for the early bird rate of $459!**

The suppliers will pay $20,000 for a Gold Level Sponsorship and $12,000 for a Silver Level Sponsorship. The Training Expo allows suppliers to take advantage of this unique opportunity to actually train 200 ‘feet on the street’ salespeople from coast-to-coast in North America.

**The supplier fee to participate includes:**
- You can network, discuss your product and train distributors right at your booth
- All meals, networking receptions and speakers
- 10x10 or 10x20 individual training area based on sponsor level (see registration form for more information)
- Gold and Silver level sponsors will have classroom training time slotted with the distributors based on sponsorship level. (See registration form for more information)

With this event, that training is completed in 1 weekend at a desirable cost of only $60-$115 per person. Without this event, a supplier might grind out training for months at a cost-per-person much higher. Even more, we feel the distributors salespeople are more receptive to training in this out-of-office environment.

**Suppliers/Manufacturers, to sign up for the Expo go to:** www.miregistration.net/gncvsnsup!

**Distributors, to sign up for the Training Expo go to:** www.miregistration.net/gncvsndist

YOUR TEAM WILL BENEFIT FROM THIS INTENSIVE TRAINING AND WILL LEAVE WITH NEW SKILLS, AWARENESS AND INSIGHTS THEY CAN IMMEDIATELY IMPLEMENT AT THEIR BUSINESS.

Book early as spaces will go quickly!
Although Hurricane Irma forced the first-ever cancellation of a September Aftermarket Summit, CVSN thanks our supplier partners and members for their support throughout the year. It is your support that allows CVSN to be a STRONG voice for the independent heavy duty aftermarket.