

From: Association of Diesel Specialists (ADS) [info@diesel.org]
Sent: Monday, October 01, 2012 11:05 AM
To: Greg Carlile
Subject: News@ADS Oct. 1, 2012



October 1, 2012



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HDAW'13 New Service Opportunities and Learning Day (SOLD) Program



The organizers of HDAW'13 announced a new, education program offering—Service Opportunities and Learning Day (SOLD!), focused on owners and managers of independent service shops

and distributors offering service, to be held from 8:00 a.m. – 3:30 p.m. on Monday, January 21, 2013 in conjunction with Heavy Duty Aftermarket Week'13 in Las Vegas, Nev.

The SOLD! education program was designed for and by service and repair shop owners, managers and distributors, who offer heavy duty truck and trailer service. This new program includes four educational sessions, replete with discussion-based Q&A sessions, intermittent breaks, opportunities to network with industry peer and a luncheon.

SOLD! is a unique and optional addition to the HDAW Education Program and will not create any scheduling conflicts with traditional HDAW programming, or the HDAW Product Expo. Attendance to the SOLD! program requires a separate registration fee of \$99.00.

SOLD! is geared to provide educational information focused on industry trends, new technologies, and key profit

Diesel Training You NEED!



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Dodge / Cummins Diesel

Oct. 16–17

Windsor, Wis.

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Intro to Ford PowerStroke 6.0L

Nov. 5–6

Memphis, TN

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opportunities in an effort to help attendees grow their service businesses. Segments include:

- Service-Readiness: The Shop of the Future— a panel of speakers including Charlie Gorman of the Equipment & Tool Institute (ETI), David Milne of Automotive Training Managers Council (ATMC), Darry Stuart of DWAS Fleet Management Services and will be moderated by Tony Molla of the National Institute of Automotive Service Excellence (ASE).
- Steer Axle, Drive Axle, Trailer Axle and Suspension Inspection and Diagnostics—presented by Rick Martin of Meritor and Jerry Reynolds of Hendrickson International
- Heavy Duty Aftermarket Service Outlook—presented by Stu MacKay of MacKay & Company
- Driving Profit Into Your Service Business—presented by Bill Wade of Wade & Partners.

To register or for more information on the all new SOLD! program, visit the HDAW'13 Website (www.hdaw.org).

FREE Business Management Webinars

Did you know the ADS Business Management Committee has partnered with KPA to bring you FREE business management webinars? Check out the latest offerings from online help to OSHA compliance tips. If you miss a webinar you can even [access past webinars online anytime for FREE](#).

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Look for a call from the Lamprey team in the next week to get enrolled with the program and learn about what Lamprey can do for your business. Want to start saving with Lamprey immediately? [CLICK HERE](#) and fill out the form to inquire and you will be contact by a Lamprey representative shortly.

Questions about the Lamprey program contact Nick Zuccala at 603.628.2339 or nzuccala@bizunite.com.

**Lamprey Systems will invoice you for 45 percent of the savings you receive from UPS and FedEx each month, member's gain share is 55 percent of all refunds.*



[Why Did Diesel Die In The U.S.?](#)

Why Did Diesel Die In The US? My introduction to diesel passenger vehicles came on the bench seat of my friend's dad's '80s Suburban, complete with its 6.2 liter engine with maybe ten horsepower and five thousand pounds-feet of torque.

[Baker College of Owosso Opens \\$6.5 Million Auto/Diesel Institute of Michigan](#)

“The opening of the new Auto/Diesel Institute facility establishes Baker College of Owosso as a national-level provider of high-quality service technicians in both the auto and diesel areas,” said Peter W. Karsten, Baker College of Owosso.

[Diesel Prices Down From Last Week](#)

Diesel prices rise only slightly. Once again this week, the price of diesel per gallon has gone up only marginally over last week. Prices rose only 0.3 cents per gallon on average to \$4.14, which is an increase of approximately 30 cents.

[Understanding Diesel Emissions Regulation Changes](#)

Engineers and designers should understand how continually evolving diesel emissions regulations affect them and their clients. The U.S. government developed several bills in legislation including the Clean Air Act (CAA) of 1970. The EPA was created in 1971 to implement CAA requirements. Stationary diesel generators were not targeted in the original policies.



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AAPEX – Automotive Aftermarket Products Expo

Oct. 30–Nov. 1

Sands Expo Center · Las Vegas, Nev.

[Online Registration](#) | [Hotel/Housing](#) | [AAPEX Contact Info](#)

[Product/Exhibitor search now available](#) | [More Info](#)

ADS-Sponsored Training Course

Intro to Ford PowerStroke 6.0L

Nov. 5–6

Location/Host: Mid-South Power Distributors · Memphis, TN

[Online Registration](#) | [Printable Registration/Course Description](#)

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Ford PowerStroke 6.4L

Nov. 7–8

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[Online Registration](#) | [Printable Registration/Course Description](#)

2013 HDAW – Heavy Duty Aftermarket Week

Jan. 21–24

Mirage · Las Vegas, Nev.

ADS will be exhibiting at this industry event—please join us!

[Registration](#) | [Housing/Hotel](#) | [More Info](#)

ADS Latin American Regional Event

April/May 2013

Puerto Vallarta, Mexico

Questions? / ¿Preguntas?

virmor1@prodigy.net.mx · Phone: 01.55.5572.3811

PAACE Automechanika Mexico

July 10 – 12, 2013

Mexico City, Mexico

[More Info](#)

ADS International Convention & Tradeshow

July 30–Aug. 2, 2013

Manchester Hyatt, San Diego, Calif.

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