

HDX CONNECTED

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HDeXchange

HDX Finalizes Panelists for Session at CFS Executive Conference in Las Vegas

Rob Skyler, Next Step Commerce; Glen Boone, Boone Parts & Service; Craig Young, Chicago Rawhide, and Bryan Long, Haldex Brake Systems will be the four featured panelists for the Wednesday (May 1) general session at the upcoming Council of Fleet Specialists' Executive Conference in Las Vegas, Nev.

The panel will be an open question and answer session on HDeXchange and electronic commerce opportunities, and will include questions from the audience. Doug Condra, Publisher and Editorial Director of *Heavy Duty Trucking Magazine* (Newport Publications), will moderate the panel.

In addition to the panel discussion, General Manager Edward Kuo will give a presentation on the myths and realities of HDX, and business system providers, Karmak and AutoPower, will also present on their latest software modules conforming to the HDX system.

Schedule a One-on-One Meeting with HDX

HDX's staff and technical crew will be available for questions throughout the upcoming CFS Executive Conference. You can schedule a private one-on-one meeting to hear about our goals as an industry non-profit group, or more about our services. A short thirty-minute conversation will provide you with the necessary information to boost your company's productivity through electronic commerce.

HDX's meeting room will be assigned at the conference, but you can schedule appointments or discuss your availability by contacting HDX by phone or e-mail.

Private Pricing Information Available in Industry Data Warehouse

In some recent testing of data warehouse capabilities, HDX beta testers have successfully exported private pricing information into distributor business systems. Now, instead of manually importing list prices into a business system and creating formulas, or worse, manually entering price changes, distributors can have their systems updated automatically each month. And more importantly, the same file format will come from each participating manufacturer.

The first "launch group" preparing to match and download current private price data includes Haldex Brake Systems and Chicago Rawhide as manufacturers, and Gooch Brakes, Inland Truck Parts, Keller Truck Parts and Midwest Wheel Co. as distributors.

The second launch group is currently being assembled. If your company wishes to participate in the second or third launch groups, contact HDX General Manager Edward Kuo as soon as possible at 770-493-6470 or e-mail hdx@worldnet.att.net.

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Wasting Money on Multiple VANs?

One of the more popular myths circulating around in the industry is that you and your trading partner must be on the same VAN. Many manufacturers often subscribe to five or more VANs at one time, just to accommodate their many customers.

However, using interconnects, you only need a single VAN to send and receive all of your electronic commerce transactions. If you use HDX's store and forward service (or any other VAN service), you can send your information across networks to a mailbox on Corcentric, GEIS, Sterling or anyone else.

At \$0.10 a kilocharacter, it only makes sense to use HDX and its network. And imagine your extra savings if you only have one mailbox fee instead of six.

HDX to Attend Upcoming Conferences

In case you might miss HDX at the CFS Executive Conference, HDX currently plans to attend the following meetings in the next several months:

- TruckPride/IWD Conference, April 18-19
- Automotive Aftermarket Industry Association (AAIA) Board and Committee Meetings, April 25-28
- Heavy Duty Distribution Association (HDDA) Symposium, May 7-8
- Heavy Duty Distributor Council (HDDC) Business Meeting, June 1-5

- Aftermarket eForum, sponsored by AAIA and the Automotive Warehouse Distributors Association (AWDA), July 30-31

Karmak, AutoPower Offer E-commerce Modules Fully Compatible to HDX

Business system providers Karmak and AutoPower have recently added electronic commerce modules to their systems which are fully compatible to the HDX network. Contact your system provider directly to find out pricing and the necessary requirements your system needs for HDX.

E-commerce Definition: Kilocharacter

HDX offers store-and-forward services to the industry at a very affordable \$0.10 per kilocharacter rate. But what exactly is a kilocharacter? Technically, a kilocharacter is 1,024 characters. In practical terms, average purchase orders will equal about two kilocharacters. Keep that in mind as you send your next order using the U.S. Postal Service.

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HDeXchange is a non-profit company created by distributors and manufacturers in the Heavy Duty, Automotive and Industrial aftermarkets to provide a neutral, widely-accepted, electronic commerce solution for those industries.