

HDX CONNECTED

Volume 2, Issue 1

February 22, 2002

HDeXchange

HDX Changes Management Teams

The HDeXchange (HDX) Board of Directors recently announced that Edward Kuo has been hired to be the new General Manager of HDX. Kuo replaces Margaret Walker, who was instrumental in the early stages of HDX.

Kuo's focus will be to increase number of customers and amount of usage on the HDX system. Walker will remain as the Executive Vice President of the Council of Fleet Specialists (CFS), a leading industry group that will continue to support HDX as the industry's e-commerce solution.

New Data Warehouse Export File Ready

Working closely with the HDX Technical Board, HDX has developed a new export file from the Industry Data Warehouse, making it easier for customers to download product information directly into their systems. Conversations with business providers show that the download has been successful going into the Karmak system, while AutoPower is close to completing the necessary programming.

Midwest Wheel To Present VMI on Web

On Feb. 26, 2002, Enterprise Data Management (EDM) will host a Webinar entitled "VMI From a Distributor's Viewpoint." This web-based seminar or "webinar" will be held at 2:00 pm EST. The presenter will be Steve McEnany, Vice President Marketing and eCommerce for Midwest Wheel.

Midwest Wheel is an active HDX distributor member and has implemented VMI programs in collaboration with several different suppliers. McEnany will share his experiences with these efforts. For questions about this session or to reserve your spot, please reply to info@edml.com.

HDX Begins Tour 2002, Contact HDX Now to Sign Up for Meetings

The following is a list of the conferences HDX currently plans to attend in the next several months:

- Karmak Users Conference, March 14-16
- TruckPride/IWD Conference, April 18-19
- Automotive Aftermarket Industry Association (AAIA) Board and Committee Meetings, April 25-28
- Council of Fleet Specialists (CFS) Executive Conference, April 28-May 1
- 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

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Store-and-Forward Pricing Discount

Because of the recent change in management, the previously scheduled HDX Store-and-Forward price increase has been postponed. March 15, 2002 is now the latest date companies can sign up for HDX Store-and-Forward services for only \$500. On March 16, the price will increase to \$1,000.

Active Store-and-Forward Companies

Currently, over 40 companies are signed up with HDX to use the Store-and-Forward services. However, not everyone is actively transferring data over the HDX network.

If you are a trading partner with any of these companies, you should be taking full advantage of the cost savings that HDX offers.

The following is a list of companies that are actively using the Store-and-Forward service:

- ArvinMeritor
- Bendix
- Boone Parts & Service
- Chicago Rawhide
- Crenshaw Corporation
- Dayton Parts
- Drive Train Industries
- ECCO
- Gooch Brake & Equipment
- Haldex Midland

- Harman Heavy Vehicle Specialists
- HD America
- The Holland Group
- Inland Truck Parts
- Keller Truck Equipment
- Kroeger Equipment and Supply
- Midwest Wheel Companies
- Point Spring Company
- PowerTrain
- Stemco
- Truck Pride / IWD
- UAP

HDX can even contact your trading partner for you to get them active on the HDX system. If you have additional questions regarding the Store-and-Forward service, or any HDX service, contact HDX directly.

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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.