

# HDX CONNECTED

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**HDeXchange**

## ***HDeXchange, Inc. Alters Corporate Structure; HDX Services, Inc. Created***

Over the course of the past several months, HDeXchange, Inc. (HDX) has changed its corporate structure, spinning off its commercial services into a new company—HDX Services, Inc.—which will be owned by the non-profit HDeXchange, Inc. The Internal Revenue Service (IRS) ruled that for HDX to maintain its non-profit status, this change must be made.

HDX will continue on as a non-profit membership organization, focusing primarily on industry standards and education for electronic commerce. HDX Services will offer the same electronic commerce services HDX has offered in the past to the industry—quality service at discounted rates.

Though total price for HDX services has not changed, several adjustments have been made to accommodate the IRS's requirements. These changes have been detailed in a letter to current HDX customers.

For more information on this change, please contact HDX directly 770-493-6470 or e-mail [hdx@worldnet.att.net](mailto:hdx@worldnet.att.net).

## ***Welcome the following companies to the HDX Active Trading community***

HDX welcomes the following companies to the active Store-and-Forward trading community:

- Dana-Canada (supplier)

- Gates (supplier)
- Grote (supplier)
- Southwest Brake and Parts (distributor)

For a full list of active companies, visit the HDX Web site at [www.hdexchange.com](http://www.hdexchange.com).

## ***TMC/HDX Task Force Begins Work with AIAG To Consolidate Standards***

At the October TMC Fall Conference in Charlotte, the EDI Transaction Sets for Parts Purchasing Work Group decided to pursue the possibility of consolidating the guidelines recently created by aftermarket companies and previously created by the original equipment companies.

Though the existing guidelines are very similar in nature, the task force agreed that if a single guideline could be used for the entire industry, the entire industry would benefit.

Bryan Long at Haldex volunteered to review the differences between the purchase order (EDI 850) and invoice (EDI 810) guidelines, and the differences will be discussed at the next task force meeting or conference call. Additionally, the task force will begin to look at other transaction sets including the functional acknowledgements (EDI 997) and other basic documents.

[<more>](#)

### ***HDX Coming to a Conference Near You***

Over the course of the next several months, HDX will be participating in a number of valuable industry events. The following is a list of the events HDX plans to attend:

- NTEA Work Truck Show, March 3-5  
Atlanta, GA
- TMC Spring Meeting, March 11-14  
Ft. Lauderdale, FL
- Louisville Truck Show, March 20-22  
Louisville, KY
- CFS/HDDA Conference, April 13-16  
Kansas City, MO
- TruckPride Conference, April 30-May 3  
Palm Desert, CA
- HDDC Annual Conference, June 1-4  
Toronto, ON

If you plan on being at one of these events and would like to schedule a one-on-one meeting, please contact Edward Kuo prior to the conference.

### ***E-commerce Definition: ASP***

Application Service Providers (ASP) are third-party entities that manage and distribute software-based services and solutions to many customers from a central location. Most of these services are provide using a high-speed Internet connection. Instead of installing a computer system or program at the customer's location and on that customer's hardware, an ASP instead offers products that are maintained

and hosted on the ASP's network and hardware.

The ASP allows a company to utilize a specific service without investing in the equipment that might be required. Instead of purchasing the entire software program, ASP customers generally pay a higher monthly fee for use of the service.

Purchasing a system or a software program does have some advantages over using an ASP. Many companies prefer to purchase the software, then customize it with internal programming to accommodate company-specific requirements. However, the purchase of software or an in-house system generally tends have a higher up-front expense.

Some examples of ASP's in the Heavy Duty industry include EDM (vendor-managed inventory software), Karmak (business system), and AutoPower (business system).

***HDeXchange***

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