



ILLINOIS EQUIPMENT DISTRIBUTORS

Dear I.E.D. Members,

My name is Mark Harbaugh, past president of Illinois Equipment Distributors for 2007. I am writing to you on behalf of the 2009 I.E.D. board. I would like to take an opportunity to inform you about this great organization and explain why you need to stay involved as an active member as we all struggle through these hard economic times.

The Illinois Equipment Distributors will be celebrating 58 years as an organization in June. I.E.D. was started in 1951 by five visionary companies out of the Bellwood area. This group of individuals was willing to put their competitiveness aside to form an organization geared toward improving the equipment industry.

I.E.D. has much to be proud of during its 58 years of existence.

First of all, there is the longevity of this organization. What a testimony to the leaders and members of I.E.D. to put aside their competitive issues in order to work together for the greater good of the equipment industry.

Secondly, I.E.D. is viewed by its peers as one of the top organizations in the country. I.E.D. has received the Founders Award four times (1978, 1984, 2007, and 2008) from the Associated Equipment Distributors. The Founders Award is given to the best equipment organization from both the United States and Canada. I.E.D. is also the only back-to-back winner of the Founders Award, receiving this honor in 2007 and 2008, something never done before.

Thirdly, there are the accomplishments of I.E.D. to advance and strengthen our industry. I.E.D. is responsible for the passing of two laws that have given us greater rights and protection for our businesses. In 1985, through the efforts of I.E.D., we were successful in changing the Illinois Farm Equipment Dealership Act to include Industrial and Construction equipment. This change established the repurchase of parts and machines by the manufacturer from the dealer upon a change in distribution. The second law changed by I.E.D. was in 2007 when I.E.D. had a major victory in Springfield. I.E.D. was successful in getting changes to the Mechanics Liens for Rental transaction enacted into law. This law now allows liens to be filed on rental equipment. This in turn gives the dealer / rental house protection from lost revenue due to the inability to collect rental fees from the contractor. I.E.D. is currently working on understanding the changes to the Prevailing Wage Act and how this will effect our members' operation and profitability as well as monitoring many other laws that will significantly impact the way we do business.

In conclusion, we need your involvement at the meetings and on the board. What has made this organization great is the willingness of its members to be involved. We need every member to be ready to serve on the board when they are called to fill the position. We are all very busy and have a hundred things that challenge us for our time, but the involvement on the board has been extremely valuable to me and has helped me grow into a better leader for my own business. Trust me you will gain far more from being involved on the board than you will from watching someone else do it. The Illinois Equipment Distributors has not been as successful as it has by having people sitting around and watching. Now is the time to get involved.

"Hard work spotlights the character of people: some turn up their sleeves, some turn up their noses and some don't turn up at all"
(Sam Ewing, American writer).

Sincerely,

Mark Harbaugh
Past President I.E.D. 2007