



VIPAR Heavy Duty Family of Companies

Jim Pennig

Vice President of Business Development

Jim Pennig is vice president of business development for VIPAR Heavy Duty, a North American network of more than 250 independent heavy duty truck parts distributors and service specialists based in Crystal Lake, Illinois. Pennig joined VIPAR Heavy Duty in March 2006 as director of business development.

At VIPAR Heavy Duty, Pennig is a member of the executive management team and responsible for managing the business development team to strategically grow the organization, increase overall group participation and national fleet account initiatives in the U.S., Canada, Mexico and Puerto Rico.

Pennig has more than 30 years of experience in the heavy duty truck parts industry. Before joining VIPAR Heavy Duty, he was national accounts manager at Meritor working with national fleet development. He also worked at SKF as director of sales, heavy duty aftermarket, where he was responsible for managing the heavy duty salesforce in WD and OES aftermarket sales growth.

Pennig attended the University of Minnesota, School of Business, with an emphasis on business management and marketing.

Distributors within the VIPAR Heavy Duty family of companies are specialists who understand the demands of their local, regional, and national customers for quality parts and exceptional service. With more than 800 locations across the United States, Canada, Puerto Rico and Mexico, distributors serve the needs of customers operating under the VIPAR Heavy Duty and Power Heavy Duty brands in their local markets. VIPAR Heavy Duty also operates a wholly owned subsidiary, Global Parts Network, LLC, a brake manufacturing and product distribution center. VIPAR Heavy Duty and its family of companies is one of three founding members of NEXUS North America, LLC, the exclusive partner for NEXUS Automotive International SA in North America. For more information, visit www.vipar.com.



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