



VIPAR Heavy Duty Family of Companies

VIPAR HEAVY DUTY

CORPORATE OVERVIEW

VIPAR Heavy Duty is recognized as North America's leading network of independent aftermarket truck parts distributors. Founded in 1989 by a small group of independent truck parts distributors, VIPAR Heavy Duty has grown to more than 115 distributors, who operate from more than 620 locations throughout the U.S., Canada, Puerto Rico and Mexico.

VIPAR Heavy Duty distributors are specialists who understand the demands of their local, regional, and national customers for quality parts and exceptional service.

Headquartered in Crystal Lake, Illinois, VIPAR Heavy Duty serves the needs of its distributors and supplier partners by providing value-added channel specific tools to allow them to best serve their customers. The organization offers its distributors complete vendor program management, business services, advanced technology solutions, timely communications and effective marketing tools.

VIPAR Heavy Duty has developed relationships with many of the industry's leading suppliers in order to offer recognized premium brands to its distributors. Over 175 programs provide distributors with superior product focus, competitive marketplace pricing and group promotional opportunities. In addition to a focus on premium brands, VIPAR Heavy Duty offers distributors access to TuffLine, a private-branded product line. Working collectively as a network, VIPAR Heavy Duty helps assure the long-term profitability of its distributors, enhances vendor brand equity and increases combined market share.

VIPAR Heavy Duty brings together its distributors' marketplace capabilities with several end-user programs focused on working fleets and independent repair shops. The TruckForce® Service Center Program is a comprehensive marketing program that helps distributors build customer loyalty and sales with independently owned/operated repair shop customers by providing tools and resources to help them manage and grow their repair business. The VIPAR Heavy Duty National Account Program offers fleet customers, with multiple locations, consistent product, pricing and terms delivered through best-in-class service provided locally by its distributors.

VIPAR Heavy Duty recognizes the importance of industry stewardship and supports many industry associations including GenNext, Heavy Duty Distributors Association (HDDA), Heavy Duty Aftermarket Week (HDAW), Heavy Duty Aftermarket Canada (HDAC), Commercial Vehicle Solutions Network (CVSN), and employees and management team members participate and serve on a number of industry boards and committees.

VIPAR Heavy Duty and its family of companies serve the demands of customers from a network of more than 250 independent heavy duty truck parts distributors and service specialists with more than 800 locations across the United States, Canada, Puerto Rico and Mexico, operating under the VIPAR Heavy Duty and Power Heavy Duty brands in their local markets.

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Power Heavy Duty, LLC, part of the VIPAR Heavy Duty family of companies, provides programs and resources to help independent distributors and service specialists of all sizes be competitive in today's market. Power Heavy Duty members provide customers with quality heavy duty parts from many of the industry's leading manufacturers. In addition to quality parts, Power Heavy Duty members offer quality repair service backed by professionals with the experience and knowledge to help get trucks back on the road quickly. For more information, visit www.powerheavyduty.net.

Global Parts Network, LLC (GPN) is a wholly-owned subsidiary of VIPAR Heavy Duty that provides seamless service and support to the VIPAR Heavy Duty family of companies. GPN's Product Distribution Center (PDC) brings demand chain partners together to create business process efficiencies and specializes in high-volume, fast-moving parts to meet the needs of distributors and their end-user customers for the right products. In addition, GPN operates a state-of-the-art Brake Manufacturing Production Center in South Bend, Indiana, focused on the production of new and remanufactured brake shoes, brake shoe kits, friction material and related parts. For more information, visit www.globalpartsnetwork.com.

VIPAR Heavy Duty is a founding member of NEXUS North America, LLC, a leading aftermarket trade group and the exclusive partner of NEXUS Automotive International SA in North America. The organization enables members to collaborate to share ideas, knowledge and strategies to best meet the needs of customers in their respective market segments – ranging from light passenger through heavy duty commercial vehicles. It also provides the opportunity for VIPAR Heavy Duty to connect with industry groups and suppliers on an international level to form new relationships and position itself within the global aftermarket community.

VIPAR Heavy Duty has the right people, with the right parts, in the right places. For more information, visit www.vipar.com.

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