

VIPAR HEAVY DUTY AND FAMILY OF COMPANIES



VIPAR Heavy Duty is North America's leading network of independent aftermarket truck parts distributors. VIPAR Heavy Duty distributors serve the needs of their customers from more than 650 locations across the United States, 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.

VIPAR Heavy Duty also operates two wholly-owned subsidiaries, Global Parts Network, LLC and Power Heavy Duty, LLC, as part of the VIPAR Heavy Duty Family of Companies.



Global Parts Network, LLC (GPN) is a wholly-owned subsidiary of VIPAR Heavy Duty that provides seamless service and support to the distributors and suppliers of the VIPAR Heavy Duty Family of Companies to satisfy the replacement parts needs of commercial vehicle operators and maintenance facilities. Global Parts Network'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 customer for the right products. In addition, Global Parts Network operates a state-of-the-art Brake Manufacturing Production Center focused on the production of new and remanufactured brake shoes, brake shoe kits, friction material and related parts.

Learn more at www.globalpartsnetwork.com.



Power Heavy Duty members are recognized locally in their respective market under the Power Heavy Duty brand. Power Heavy Duty helps independent distributors and service specialists of all sizes be competitive in today's market. From nearly 200 locations across the U.S. and Canada, 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.

Learn more at www.powerheavyduty.net.

VIPAR Heavy Duty can supply you with the expertise you are looking for when writing articles about the heavy duty aftermarket. If you'd like to explore writing an article on one of the topics below, or you're looking for a quote or a state-of-the-industry viewpoint for an article, please contact Lisa Gill at MBE Group (lgill@mbe.group).

Editorial Expertise

- Technologies that enable parts distribution businesses to run efficiently
- How data standards benefit distributors and fleets
- Anything relevant to buying groups, and the benefits they provide to distributors, fleets and suppliers



Chris Baer | **PRESIDENT & CEO**

- More than 35 years of diverse experience in the automotive and heavy duty truck aftermarkets
- Experience at Up Time Parts, a Navistar company and as the general manager and president of a \$50M aftermarket distribution company
- Expertise in product management, business development, purchasing and vendor management



Larry Griffin | **VICE PRESIDENT OF PROGRAM MANAGEMENT**

- More than 25 years of experience in the heavy duty and automotive aftermarket industries
- Former director of automotive aftermarket sales with SKF (Chicago Rawhide)
- Expertise in marketing, program management, and sales management



Andrei Katibnikov | **VICE PRESIDENT OF INFORMATION TECHNOLOGY**

- More than 20 years of experience in the information technology field, including as a senior systems engineer and chief information officer
- Developed and supports the company's information technology infrastructure
- Expertise in IT solutions including infrastructure design



Jeff Paul | **VICE PRESIDENT OF MARKETING**

- More than 20 years of experience in the heavy duty truck parts industry
- Heavy duty and automotive aftermarket experience with Tenneco Automotive and JC Whitney & Co.
- Expertise in marketing, communications, public relations, corporate branding and corporate event management



Jim Pennig | **VICE PRESIDENT OF BUSINESS DEVELOPMENT**

- More than 30 years of experience in the heavy duty truck parts industry
- Experience at Meritor in national fleet development and SKF in WD and OES aftermarket sales
- Expertise in the areas of stockholder recruitment and development and national fleet development