

**Draft**

For Immediate Release

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**SGS, HTAEW Showcasing Latest  
In Online Equipment Sales During ATD Convention**

***Online Dealer Community Supported With Independent Condition Reports***

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Truck and trailer dealers attending the American Truck Dealers (ATD) Convention in Orlando on April 9-11 will have an opportunity to learn about the latest in Internet truck and trailer sales by visiting Booth 429 staffed by Internet marketing specialists from HTAEW.com and SGS Automotive Services.

Heavy Truck and Equipment Wholesalers (HTAEW) is a community of truck and trailer dealers that allows its members to access information on buying and selling wholesale equipment through its website, and SGS is the nation's largest independent vehicle inspection company, offering comprehensive condition reports as an option for listings at HTAEW.com.

“We have been buying and selling used equipment for many years, and understand the business and its requirements,” said Terry Hebron, president of HTAEW. “With the advent of the Internet as a more efficient means of doing business, we created HTAEW.com so that truck and trailer dealers can also use this technology to do business more effectively.”

A recent enhancement in truck listings on HTAEW.com has been the addition of comprehensive vehicle condition reports completed by professional field inspectors from

SGS. Inspectors from SGS visit dealer locations and assist in preparing assessments of trucks for sale and issue objective condition reports.

“Anyone buying equipment on the Internet is going to deduct from the list price for any uncertainties,” said Kurt Biggar, vice president of sales and marketing for SGS. “Our condition reports and digital photography help to remove these doubts which means a more satisfactory transaction for buyers and sellers.”

During the ATD Convention, HTAEW and SGS will demonstrate the online marketplace for trucks and trailers created by HTAEW and how condition reports from SGS have been integrated into the process.

“Our vision at HTAEW.com is to be the premier dealer network for buying and selling wholesale trucks and trailers, and for providing access to information that will help subscribing dealers do this more quickly and efficiently,” Hebron said. “The alliance with SGS is just one of many continuing enhancements to our services.”

HTAEW members have 24-hour access to a large database of heavy and medium trucks for sale. They also have access to the HTAEW Future Trades board which outlines trucks inbound to different dealers as well as a Special Needs (Wanted) board.

Members are allowed to list as many trucks as they like with no time limits placed on listings. Members also have the ability to upload photos of trucks for sale and a free listing in an exclusive dealers list.

“There is increasing recognition within the dealer community that the missing element in online equipment sales has been independent condition reports that can increase buyer confidence,” Biggar said. “Our alliance with HTAEW is an opportunity to demonstrate to the dealer community how inspection reports shared by a private community of professional dealers can benefit buyers and sellers.”

SGS Automotive Services is the nation’s largest independent vehicle inspection service, completing nearly 14 million inspections each year for leading vehicle manufacturers, financial institutions and rental car fleets. SGS Automotive Services is a division of Geneva-based SGS, the world’s leading inspection, verification, testing and certification company.

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