

Eye To The Future

Bill Ryan, CEO of Point Spring & Driveshaft, is the 2005 Truck Parts Distributor Of The Year.

This is Ryan's last column for Truck Parts & Service. Watch for the first column from the 2006 Distributor Of The Year in the Aftermarket Buyers' Guide & Directory in the December issue of Truck Parts & Service.



Bill Ryan
Point Spring & Driveshaft

Truck Parts Distributor Of The Year award. We understand that working in a best practices scenario with our collaborating partner is a win-win situation for both organizations.

No matter how effective or efficient you are in one aspect of business, there always may be ways to improve. Why not improve with the help of others? Both parties will benefit from the advancements of their collaborating partner.

Renowned economist, Peter Drucker, once stated, "New information technology such as the Internet and e-mail have all but eliminated the physical costs of communication." This is why technology is so

important to our business and must be implemented continuously and updated within your company. Think about how much you would be spending on communication alone without these tools?

Gary F. Petty of the National Private Truck Council said, "Those who don't invest in technology are left behind with negative consequences in terms of managing their costs." Companies that do not invest in critical modernizations will suffer later when choosing to use antiquated equipment.

Distributors may not be manufacturing products, but they always should be looking for new pioneering tools, and different ways to improve.

Technology includes efficiency tools and systems that you may have at your business already, such as supply chain management, vendor-managed inventory, electronic data management, activity-based costing and an updated information technology department.

In today's economy, the efficient management of data processing is more important than ever.

The cost of technology matters because the return on your initial investment can be greater than you anticipate. Douglas Engelbar, who formerly worked for NASA and invented the world's first computer mouse, once said, "The digital revolution is far more significant than the invention of writing or even of printing."

Think about it; where would you and your company be today without the myriad technologies you have invested in up to this point?

Collaboration and new technologies are important and can turn a good company into a great one. How many steps toward greatness has your company taken? How many more will you take?

“When it comes to the future, there are three kinds of people: Those who let it happen, those who make it happen and those who wonder what happened,” stated John M. Richardson Jr., who served as director of the Center For Technology at American University. So you must first ask yourself, where do I sit?

Previously, we discussed economic theory, relationships and the effect they have on our companies. Now we must understand how collaboration and technology can affect your business. For your company to succeed, all sides of business must work together.

**How many
steps toward
greatness has
YOUR company
taken?**

Unfortunately, no matter how functionally strong your company may be, success cannot be achieved alone. But saying that you want to work with others doesn't guarantee success either; relationships must be formed and maintained.

Relationships between manufacturers, distributors and end users are necessary for the continuation of your success, but relationships require communication between all parties involved. For communication to be effective, there must be teamwork.

As you know, relationships, communication, teamwork and collaboration all are interconnected. Communication is key, not only between partners, but internally and externally; it is the core of all successful teamwork and partnerships.

However, another essential factor in the success of your business is collaboration. Here at Point Spring & Driveshaft we understand the importance of collaboration. We have forged a relationship with another distributor in the heavy-duty industry, Drive Train Industries, located in Denver.

It is no coincidence that it is the recipient of the 2003