

EMPIRE TRUCK PARTS


2820 - 52 St S.E. Calgary, AB. T2B 1N2

A few years ago, our sales were dwindling. We were worried our business wouldn't survive if we didn't do something new. Then, we decided to get our parts onto TPI. Now we sell parts to people all over and have vastly expanded our market. TPI helps us have an edge over our competitors. Anyone can look on TPI and find our parts online. TPI has driven more sales to our business.

One time, we were trying to sell a gravel trailer in our yard. It just sat there for a month! No one wanted to buy it. Then, we posted the trailer on TPI and we quickly had a buyer interested. Turns out he worked right down the street from our yard and passed by the trailer everyday on his way home. We couldn't believe it! This man had found the trailer online. We sold him the trailer and he was very happy with his purchase. Posting our parts on TPI has allowed us to connect with many more customers – even ones just down the road. We should've been on this years ago!

TPI is also a great resource for us because we are able to build a database with all the information we need for our parts. We have some guys who want more time off or are planning to retire soon. With TPI, our employees can input their parts knowledge so that we can all find the parts we need and easily train new staff. Before TPI, if a parts guy retired, he would take all his parts knowledge with him and we'd be scrabbling to figure out the things only he knew. TPI allows us to keep our inventory organized and our parts information up to date.

We are now selling more parts and our business is back on track thanks to TPI.

Signed 
Paul Whyburd