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AED Scoop is a weekly newsletter for construction equipment distribution professionals. Please show your support by forwarding this issue to your friends or associates who would find this content useful.

And the winner is...

On Oct. 1 and 2, teams comprised of various heavy equipment dealers and manufacturers competed in AED's simulation event:

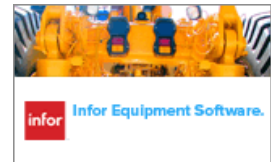
Test Drive: The Business War Game.



The event required team members to work together in competition against other teams to operate a virtual company.

During this simulation, the teams were challenged to make decisions, over the course of several years, to see whose company would sink or swim. Many of the teams found themselves faced with questions they will encounter in their real-world jobs and learned quite a bit about the winding road an equipment dealer often has to face in the business world.

Congratulations to **Brian Burris**, Kirby-Smith Machinery, Inc; **Chris Fackler**; Asphalt Care Equipment & Supply, and **Matt Beinlich**,



TRAINING EVENTS

[Webinar: Service Management - Inspection](#)

Oct. 21, 2014
11 - Noon
Presented by Ron Slee

[Webinar: Service Management - Work Order Processing](#)

Oct. 21, 2014
2 - 3 p.m.
Presented by Ron Slee

[Webinar: Service](#)

Komatsu America Corp., whose company **BMC Equipment** won the competition!

"This was the best industry workshop I've attended in 10 years. I was impressed with the Test Drive platform and its ability to replicate the equipment distributor business." - Matt Beinlich, Komatsu America Corp.

For more information about **Test Drive**, e-mail [Rebecca Lintow](#), or call 630- 468-5113.

[Management - Labor Rates](#)

Oct 22, 2014

11 - Noon

Presented by Ron Slee

[Webinar: Service Management - Service Organization](#)

Oct 22, 2014

2 - 3 p.m.

Presented by Ron Slee

[Webinar: How To Lead Your Dealership Parts & Service Teams To Surpass Your Performance Expectations](#)

Oct. 23, 2014

10 - 11 a.m.

Presented by Rob Park