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## **WICHITA, KANSAS TRUCK DEALER NOMINATED FOR TOP INDUSTRY HONOR**

**McLean, Va. (March 17, 2008)** — Kenneth C. Doonan, president of Doonan Truck & Equipment of Wichita, Inc., Wichita, Kan., is nominated for the American Truck Dealers/*Heavy Duty Trucking* Truck Dealer of the Year Award. The winner will be announced at the opening general session of the 45th Annual ATD Convention and Exposition in Dallas on April 26.

### **Building the Business**

Doonan began his career with Doonan Truck & Equipment during his high school years, transporting vehicles from California to Kansas. After college he joined the dealership as a truck salesman, eventually moving into sales management. He moved through various management positions with the organization and became the general manager of Doonan Trailer Corporation at the age of 25. With the company on the verge of bankruptcy, he was able to repay the company debts within 12 months. Ten years later he became the general manager of Doonan Truck & Equipment in Great Bend. In 1988 an opportunity arose to move to Wichita to take over a financially troubled location; in 1992 he purchased the facility and became dealer principal. In March 2007, he purchased Peterbilt of Great Bend. The dealerships sell Peterbilt and General Motors trucks, as well as Doonan and Eagle Rock Trailers and numerous body companies.

Doonan attributes much of the company's success to the firm belief that Doonan Truck & Equipment is in the people business, not the truck business. That belief has led to success for Doonan's customers, and ultimately for the dealerships.

### **Honors, Awards and Service to the Industry**

Awards earned by Doonan Truck & Equipment include Peterbilt Motors' Medium Duty Dealer of the Year (2006); Vocational Dealer of the Year (2006); Vocational Top Producer (2005); Top Customer Satisfaction (2004), Medium Duty Top Producer (2003); and the Platinum Oval Award (1994, 1993).

Doonan is currently the chairman of a Peterbilt 20 Group, a group of dealers who help one another improve their business performance and practices. He serves as an advisor to the Used Truck Association, is a past-convention chairman for the Kansas Motor Carriers, and has served on advisory boards for GE Capital Corp. and Accuride.

### **Community Service**

Doonan and his wife Sue live in Wichita, where he has served on the board of directors of the Kansas FoodBank for several years. In 2003, he became chairman of the board, helping to raise \$5 million to build a new 50,000 square foot warehouse and increased food distribution. The food bank distributed more than 5 million pounds of food in 2007. He currently serves as an executive board member responsible for the endowment fund committee.

Doonan is an active supporter of Newman University. In 2003 he was presented with the annual Ray Dondlinger Award, given to an individual who has gone above and beyond expectations in support of the university. In 2000, he was inducted into the Sedgwick County, Kansas, Fire Department's "Wall of Flame" for his involvement.

### **The Award**

The American Truck Dealers/*Heavy Duty Trucking* Truck Dealer of the Year Award nominees are evaluated on dealership performance, civic contributions and industry leadership.

**About ATD**

Founded in 1970, the American Truck Dealers division of the National Automobile Dealers Association is the only national organization representing dealers selling new medium- and heavy-duty trucks.

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