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SPRINGFIELD, ILLINOIS TRUCK DEALER NOMINATED FOR TOP INDUSTRY HONOR

McLean, Va. (March 17, 2008) — John F. Hogan, owner and dealer principal of Crossroads Truck Solutions, Springfield, Ill., 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

Hogan began his career as a clerk with the Chevrolet Motor Division in St. Louis, Mo. From there he moved into sales with Xerox Corporation, and returned to the transportation industry as a truck manager with Mendenhall Ford in St. Louis. He joined Broadway Ford Truck Sales as a salesman for several years, then became sales manager for Central Illinois White Trucks (now known as Truck Centers) in Highland, Ill. Another move took him to Peterbilt of St. Louis as vice president/general manager, and then in 1981 to Crossroads Ford Truck Sales (now Crossroads Truck Solutions) as the owner and dealer principal. Crossroads Truck Solutions now operates two full-service sales and parts facilities, representing Ford and Sterling trucks, as well as leasing, financing and insurance services.

“Our business plan at the beginning was very simple: to provide legendary service,” Hogan said. He attributes much of the company’s success to its commitment to this business plan.

Honors, Awards and Service to the Industry

The awards earned by Crossroads Truck Solutions include Ford Motor Company’s President’s Award (1999 – 2004), sometimes known as “The Best of the Best” award. They are also Blue Oval Certified by Ford for excellence in parts, service and sales in performance and training.

Hogan is a 25-year member of ATD, and is currently a member of the Sterling Truck Dealer Council. He is also a member of an NADA 20 Group, a group of dealers who help one another improve their business performance and practices. From 1990-2000, Hogan served on the ADP Dealer Advisory Board.

Community Service

Hogan and his wife Joyce Ann live in Springfield, Ill. He has contributed to many charitable causes, including the State Farm LPGA Classic, Sojourners and Memorial Hospital’s Festival of Trees. His proudest achievement, however, is providing stable employment for 70 employees.

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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