



**AMERICAN
TRUCK DEALERS**
A DIVISION OF NADA

INDUSTRY RELATIONS

Industry Relations / ATD Dealer/Manufacturer Industry Relations Yearbook

ATD Dealer/Manufacturer Industry Relations Yearbook

The ATD Industry Relations Yearbook includes the names, addresses and contact information for each truck maker, along with dealer statistics and annual sales figures. Please send updated info to atd@nada.org.

- > [ATD Industry Relations](#)
- > [Ford Commercial Truck](#)
- > [Freightliner Trucks](#)
- > [Hino Trucks](#)
- > [Isuzu Commercial Truck of America Inc.](#)
- > [Kenworth Truck Co.](#)
- > [Mack Trucks Inc.](#)
- > [Mitsubishi Fuso Truck of America](#)
- > [Navistar Inc.](#)
- > [Peterbilt Motors Co.](#)
- > [Volvo Trucks North America](#)
- > [Western Star Trucks](#)

*All sales figures are U.S. retail for truck classes 4-8, published by *Ward's Communications* and are 2017 year-end sales numbers.



ATD INDUSTRY RELATIONS
8400 Westpark Drive, Tysons, VA 22102
703.821.7116



Jodie Teuton
ATD Chairwoman
Kenworth of Louisiana
Gray, LA
985.876.3000



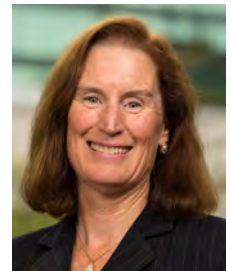
Steven Parker
Immediate Past Chair
Baltimore Potomac
Truck Centers
Linthicum, MD
410.636.6200



Michael T. Regan
Senior Vice President,
NADA Industry Affairs



Bert Hulgrave
Vice President, NADA
Industry Affairs and
ATD Managing Director



Barbara Robinson
Senior Director, ATD

FORD COMMERCIAL TRUCK

16800 Executive Plaza Dr., Dearborn, MI 48126
313.322.3000

Dealerships **644**
Sales* **73,834**



Kevin Koswick
*Director, North American
Fleet, Lease and
Remarketing Operations*



John Ruppert
*Director of Commercial
Truck Sales and Marketing*



Dan Yglesias
ATD Line Rep
Palmetto Ford Truck Sales
Miami, FL
305.592.3673



Paul Schlagenhauf
Dealer Council Chair
Badger Truck Center
Milwaukee, WI
414.344.9500

FREIGHTLINER TRUCKS

2477 Deerfield Dr., Fort Mill, SC 29715
803.578.3000

Dealerships **327**
Sales* **126,143**



Roger Neilson
President and CEO



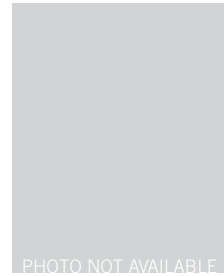
Richard Howard
*Senior Vice President,
Sales and Marketing*



Stefan Kurschner
*Senior Vice President,
Aftermarket*



Kevin Holmes
ATD Line Rep
Tri State Truck Center, Inc.
Shrewsbury, MA
508.753.1200



Dan Stevens
Dealer Council Chair
Lonestar Truck Group
Grapevine, TX
817.205.2732

HINO TRUCKS

41180 Bridge St., Novi, MI 48375
248.699.9300

Dealerships **191**
Sales* **12,809**



Yoshinori Noguchi
President and CEO



George Daniels
*Senior Vice President,
Sales and
Customer Support*



Glenn Ellis
*Vice President, Marketing
Product Planning, and
Dealer Operations*



Tim Matheny
Dealer Council Chair
Matheny Motors
Parkersburg, WV
304.699.3755

ISUZU COMMERCIAL TRUCK OF AMERICA INC.

1400 S. Douglass Rd., Anaheim, CA 92806
714.935.9300

Dealerships **323**
Sales* **17,471**



Shaun Skinner
*President, Isuzu
Commercial Truck
of America*



Keith Rutherford
*ATD Line Rep
Eagle Truck Center LLC
Shreveport, LA
318.865.4779*



John Paradis
*Dealer Council Chair
Stadium Isuzu Trucks
Liverpool, NY
315.475.8471*

KENWORTH TRUCK CO.

P.O. Box 1000, Kirkland, WA 98083
425.828.5000

Dealerships **273**
Sales* **36,768**



Mike Dozier
*Vice President, PACCAR,
and Kenworth
General Manager*



Sean Edwards
*Director of
Network Development*



Tom Bertolino
*ATD Line Rep
NorCal Kenworth
Sacramento, CA
916.371.3372*



Will Bruser
*Dealer Council Chair
Truckworx Kenworth
Birmingham, AL
205.326.6170*

MACK TRUCKS INC.

7900 National Service Rd., Greensboro, NC 27409
336.291.9001

Dealerships **206**
Sales* **16,013**



Dennis Slagle
*Executive Vice President
Volvo Group and President,
Mack Trucks*



Jonathan Randall
*Senior Vice President,
North American Sales*



Jon Pritchett
*ATD Line Rep
Nextran
Lake Butler, FL
386.496.4345*



Ron Meyering
*Dealer Council Chair
M&K Truck Centers
Byron Center, MI
616.583.2100*

MITSUBISHI FUSO TRUCK OF AMERICA

2015 Center Square Rd., Logan Township, NJ 08085
856.467.4500

Dealerships **158**
Sales* **827**



Justin Palmer
President and CEO



Bill Lyons
*Vice President,
Sales Operations*



Brian Shantz
*Director, Dealer
Network Development
and Operations*



Ryan Chapman
*Dealer Council Chair
Diversified Truck
and Equipment
Mesa, AZ
480.854.7373*

NAVISTAR INC.

2701 Navistar Dr., Lisle, IL 60532
331.332.5000

Dealerships **527**
Sales* **52,679**



Troy A. Clarke
President and CEO



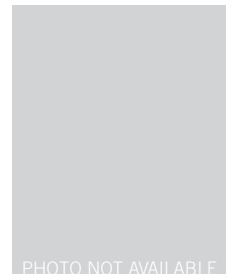
Walter Borst
*Executive Vice President
and CFO*



Michael Cancelliere
President, Truck and Parts



Scott McCandless
*ATD Line Rep
McCandless Truck
Center LLC
Aurora, CO
303.739.9900*



Steve Hill
*Dealer Council Chair
Hill International Trucks
Wheeling, WV
304.233.1500*

PETERBILT MOTORS CO.

1700 Woodbrook St., Denton, TX 76205
940.591.4000

Dealerships **240**
Sales* **36,835**



Jason Skoog
General Manager



Robert Woodall
Assistant General Manager



David Morganson
*ATD Line Rep
Valley Peterbilt
Stockton, CA
209.944.5821*



Glenn Larson
*Dealer Council Chair
The Larson Group
Strafford, MO
417.865.5355*

VOLVO TRUCKS NORTH AMERICA

7900 National Service Rd., Greensboro, NC 27402
336.393.2000

Dealerships **206**
Sales* **17,098**



Goran Nyberg
*President, Volvo Trucks
North American Sales
and Marketing*



Steve Bassett
*ATD Line Rep
General Truck Sales
Muncie, IN
800.382.7717*



Zach Wagner
*Dealer Council Chair
Gateway Truck and
Refrigeration
Collinsville, IL
618.345.0123*

WESTERN STAR TRUCKS

2477 Deerfield Dr., Fort Mill, SC 29715
803.578.3000

Dealerships **260**
Sales* **5,137**



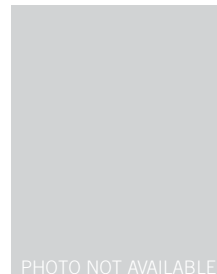
Roger Neilson
President and CEO



David Carson
*President of Western Star
Trucks & DTNA Chief
Diversity Officer*



Stefan Kurschner
*Senior Vice President,
Aftermarket*



Michael Burroughs
*Dealer Council Chair
Burroughs Diesel
Laurel, MS
601.649.3062*



Wesley Lutz
NADA Chairman



Charles Gilcrest
NADA Vice Chairman



Peter K. Welch
NADA President & CEO