



**American Truck Dealers**  
8400 Westpark Drive ■ McLean, Virginia 22102  
703-821-7116 ■ FAX 703-749-4700 ■ [www.atd.org](http://www.atd.org)



## Mark Gillam of Nebraska Nominated for National Truck Dealer of the Year

**McLEAN, Va. (March 4, 2010)** – Mark L. Gillam, president of Floyd’s Sales & Service, Inc., in Scottsbluff, Neb., was nominated for the American Truck Dealers/*Heavy Duty Trucking* Truck Dealer of the Year. The winner will be announced at the 47<sup>th</sup> annual ATD Convention and Expo in Orlando, Fla., on April 24.

### **Building the Business**

At age 14, Gillam began his career cleaning bathrooms, sweeping the floors and emptying trash at his family’s dealership, which his grandfather started in 1948. After graduating from the University of Nebraska he signed on with International Harvester Co. as a management trainee. He progressed through several positions before joining his father in 1982 as a partner at Floyd’s Sales & Service. In 2000, Gillam purchased the dealership from his father. Since then he has expanded the business, which now includes two full sales and service dealerships, an independent parts and service business and a body shop servicing western Nebraska and eastern Wyoming.

Gillam attributes much of the company’s success to taking care of their employees and customers. Profits were reinvested in the business and used to purchase equipment and to upgrade facilities. Manager and most employee compensation are incentive-based, allowing employees to share the benefits of quality work, since return business is key.

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

Floyd’s Sales & Service has earned several awards, including Freightliner’s Drive for Excellence award, Daimler Trucks North America’s Aspire award and the Scottsbluff/Gering Chamber of Commerce Service Industry of the Year award.

Gillam served on the Freightliner Dealer Council from 2005 to 2008. Gillam served on the Freightliner Dealer Council from 2005 to 2008 and has been a member of ATD since 1990. He has been a member of the Nebraska New Car and Truck Dealers Association since 1979, the Wyoming Trucking Association since 2002, and the Nebraska Trucking Association since 1970. He has served on the American Trucking Associations’ Technology Maintenance Council since 2009.

### **Community Service**

Gillam and his wife, Karrie, live in Scottsbluff, Neb. He serves on the advisory board of the YMCA and the board of Twin City Development, the Scottsbluff/Gering Rotary Club and Regional West Health Services. Gillam was involved in the planning, fund-raising and building stages of the YMCA Trails West Camp in Scottsbluff.

## **The Award**

The ATD/*Heavy Duty Trucking* Truck Dealer of the Year award recognizes excellence in dealership performance, industry leadership, civic contributions and community service. The winner and runner-up will be chosen by a panel of professors from Indiana University's Kelley School of Business.

## **About the ATD Convention**

Several hundred of the nation's commercial truck dealers will convene in Orlando at the ATD convention, which runs April 23-26 at the Gaylord Palms Resort and Convention Center. In addition to naming the truck dealer of the year, the winners of ATD Commercial Truck of the Year for new medium- and heavy-duty trucks sold in the United States will be announced April 25 at the convention.

Convention keynote speakers are Kyle Treadway, ATD chairman and Kenworth dealer from Salt Lake City, Utah; Dennis Slagle, president and CEO, North American Trucks (Volvo and Mack); and Jim Meil, economist for the Eaton Corp. Dealers will also have an opportunity to meet face-to-face with their manufacturer representatives at 12 franchise meetings and with suppliers on the expo floor. More than a dozen workshop sessions will be offered for dealers and their managers to learn ways to improve their business operations. For more information, visit [www.atd.org/convention](http://www.atd.org/convention).

## **About ATD**

Founded in 1970, the ATD division of the National Automobile Dealers Association is the only national organization representing dealers selling new medium- and heavy-duty trucks. For more information, visit [www.atd.org](http://www.atd.org).

*Editor's note: For a high-res photo and logos, contact Laura Withers at [lawithers@nada.org](mailto:lawithers@nada.org).*

## **Contacts:**

Charles Cyril  
Director of Public Relations  
NADA/ATD Public Affairs  
(703) 821-7121  
(216) 870-8837 (cell)  
[ccyrill@nada.org](mailto:ccyrill@nada.org)

Laura Withers  
Public Relations Specialist  
NADA/ATD Public Affairs  
(703) 760-7578  
[lawithers@nada.org](mailto:lawithers@nada.org)