



American Truck Dealers
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Jack Saum of Maryland Nominated for National Truck Dealer of the Year

McLEAN, Va. (March 4, 2010) – John “Jack” Saum, chairman of the board of Beltway International, LLC, in Baltimore, Md., was nominated for the American Truck Dealers/*Heavy Duty Trucking* Truck Dealer of the Year. The winner will be announced at the 47th annual ATD Convention and Expo in Orlando, Fla., on April 24.

Building the Business

Saum began his career with International Harvester Company, where he held several management positions. He joined Beltway International as the general manager in 1984. He quickly grew the dealership’s sales and in 1997 he bought out the owner to become dealer. Since then, Saum has grown the business to six locations and has invested more than \$20 million in his market. He renamed the business to Beltway Companies in 2008 to include all of the brands it represents. Its tagline is “Never more than 30 minutes away from quality service.”

Saum attributes much of the company’s success to his employees’ commitment to long-term relationships with customers and innovative programs such as the “A New Truck Is a Green Truck” campaign that focuses attention on eco-friendly truck technologies. Beltway Companies also attracts and retains top employees by offering benefits that keep the company competitive in the marketplace, he said.

Honors, Awards and Service to the Industry

The dealership is a 15-time winner of Navistar’s Circle of Excellence award for dealership performance; 10-time winner of Navistar Financial Corps President’s Award for financing excellence; nine-time winner of Navistar’s Diamond Certified dealer for operations excellence; and 11-time winner of the Idealease, Inc., Idealgold award for lease and rental operating excellence. Saum was awarded Navistar’s International Truck Dealer of the Year in 2004.

Saum served on the International Truck Dealer Council from 2001 to 2004, rising to chairman. He served on the Navistar Dealer Advisory Board from 2001 to 2009. He was the International line representative for ATD from 2006 to 2009.

Community Service

Saum and his wife, Helen, live in Shepardstown, W.Va. Saum has been active in community, civic and religious organizations. He served as coach and leader of several youth sports teams and organizations, and PTA president of Sykesville Middle School. Saum has held several positions at St. Barnabus Episcopal Church throughout the years. He and his wife support the Shepherd University music program through the “Friends of Music” organization, are founding members of the local symphony and currently fund the first-chair violin. They are also involved in a Rotary project to beautify Shepardstown.

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.

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.

Editor's note: For a high-res photo and logos, contact Laura Withers at lawithers@nada.org.

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