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Where Marvin F. Gordon was when he conceived

the idea for an organization designed solely to benefit and promote the used truck industry has been lost in the mists of time. He may have been sitting in his office at The Truck Blue Book. He may have been having lunch with a used truck dealer. He may have woken in the middle of the night with one of those aha! moments we can never remember when we awake. We may never know where the spark happened that coalesced the idea. But what we do know is that it happened in 1987 and that MacLean Hunter, publishers of the Truck Blue Book, supported Marvin in his endeavor. And aren't we glad he did remember his idea? And aren't we even happier he spoke up about it?

In 1987 the initial organizational meeting is scheduled in Chicago with the sitting Blue Book Advisory Board consisting of Curt Collins, Jim Fowler, Bruce Jodarski, Jerry Nerman, and Jerry Sharpe.

After several organizational meetings the Used Truck Sales Network (UTSN) is chartered on May 16, 1988 and Jim Sundy joins the group. Annual meetings are scheduled in Chicago, Illinois. Marvin F. Gordon continued to work tirelessly to advance the UTSN cause until his retirement in 1997.

In 1993 the name of the organization is changed to NUTA, National Used Truck Association, in order to more accurately reflect its scope. Jerry Nerman is elected President of NUTA; Jim Sundy, Vice President; and Fred Steinbach becomes director. Curt Collins, Jim Fowler, Bruce Jodarski, George Stanton, Paul Spokas, and Lee Whitman serve on the Board of Directors. During his 1993 tenure as Director, Mr. Steinbach focused on the issue of the excise tax.

In 1994 the organization's name is changed — shortened, in point of fact — to Used Truck Association (UTA) as it is known today. This name more accurately reflects the international scope. Steinbach resigns as director in 1994 and David A. Kolman takes his place with Lee Whitman serving as the assistant director. The 1995 Board comprises Jerry Nerman, Chairman; Jim Sundy, President; Louis Nerman, Vice President; Paul Spokas, Secretary/Treasurer; with Terry Eddy and George Stanton as Board members. Selected as Advisory Board Members are:

Chuck Bailey, John Chastain, Jim Fowler, and Bruce Jodarski.

1996's board consists of Jim Sundy, Chairman; Steve Nadolson, President; Eddie Walker, Vice President; Justina Faulkner, Secretary; Vince Anselmo, Treasurer; and David A. Kolman serving as Director. Board members are Lee Chapin, Marty Crawford, Doug Dressen, Mike Jackson, Bruce Jodarski, Louis Nerman, and Paul Spokas.

Between 1996 and 2000 the UTA experienced a revitalization program with renewed focus on expanding membership and member benefits. To accomplish these goals, the following committees were formed: Ethics, Membership, Training, Convention, Website, and Public Relations. By 1997, there were 53 members growing to 114 members in 1998.

As a suitable tribute to the UTA's founder, the Marvin F. Gordon Lifetime Achievement Award is established in 1999 and is presented annually thereafter at the UTA convention. The organization is served well by Board members Steve Nadolson, President; H. E. Eddie Walker, Vice President; and Jim Sundy, Chairman; Justina Faulkner, Secretary; Vince Anselmo, Treasurer; and David A. Kolman, Director

The Board of Directors elected to serve for one-year terms during the inaugural convention are: Al Hess, John Whitnell, and Terry Williams. Re-elected as Directors are Lee Chapin, Marty Crawford, Doug Dressen, Mike Jackson, Bruce Jodarski, and Paul Spokas. Membership grows to 141.

The UTA always viewed itself as a conduit through which information would pass that was beneficial to the industry. In 2000 the first white paper was published. "What is a Low-Mileage Truck?" was written by Eddie Walker, Dianne Schafer, and David A. Kolman.

An even larger first, happened in 2000 with the first UTA Convention held October 26-28, 2000 in Howie-In-The-Hills, Florida. "Turning Problems into Profits: Managing Your Way Through An Oversupplied Used Truck Market" was the theme. Convention topics included — Managers: Sales Obstruction Device or Solution; Horsepower Sells Trucks: Myth or Reality; High Risk Financing: Risks vs. Rewards; Easing the Glut Through Financing: Will it Happen?; Changes in Financing; Financing Owner-Operators: Here are the Terms; Remarketing Repos:

Impact on the Market; and Finance Companies as a Controlling Factor of Used Truck Sales. Membership rises to 189.

On September 11, 2001, the World Trade Centers in New York are attacked. Most organizations cancel convention plans. But the Board meets and decides to support the President of the United States' request for America to continue doing business as normally as is possible. Ain't nobody much tougher than this crowd and the convention has overwhelming attendance, proving the Board's decision is correct.

The second annual UTA convention is held November 8-10, 2001, in Rio Rico, Arizona. "Where Opportunity and Experience Converge." Convention topics include Martin Labbe presenting the State of the Industry Update and UTA Updates on training, trade terms, and other business. Open Forum Q&A is also enjoyed.

"401 in 2001" membership drive kicks off rising membership to 220. H. E. Eddie Walker calls for continuing and renewed efforts to increase communication, add benefits, and build the UTA membership. In response to those requests, the following new committees are initiated following the 2001 convention: Budget, Education, Endowment, and Finance. Remaining active are the following committees: Membership, Convention, Training, Public Relations, Website, Regulation/By-Laws, and Lifetime Achievement.

"Trade Terms and Conditions" is published by the UTA. A growing and active membership ensures the interest of all those involved in the used truck industry will continue to be served. The organization is served well by Steve Nadolson, President; H. E. Eddie Walker, Vice President; and Jim Sundy, Chairman; Justina Faulkner, Secretary; Vince Anselmo, Treasurer; and David A. Kolman, Director. Directors include Al Hess, John Whitnell, Terry Williams, Lee Chapin, Marty Crawford, Doug Dressen, Mike Jackson, Bruce Jodarski, and Paul Spokas. The UTA goes digital with a presence on the web in 2002 when a website is set up, www.UTA.org. The monthly newsletter, *UTA Industry Watch*, gets a new look and the redesign proves popular. While the Board changes somewhat, the members remain committed to the organization. Serving are Steve Nadolson, Chairman; H.E. Eddie Walker, President; Doug Dressen, Vice President; Justina Faulkner, Secretary; Vince Anselmo, Treasurer; and David A. Kolman, Director. Directors are Lee Chapin, Marty Crawford, Al Hess, Mike Jackson, Bruce Jodarski, Paul

Spokas, Jim Sundy, and Terry Williams

“Exporting with Confidence” is published and the convention is held November 7-9, 2002, in Hot Springs, Arkansas. The theme? “Revisiting the Fundamentals of the Used Truck Industry.” The year ends with 232 members and the UTA sets up a toll-free number. (877) GETS-UTA (1-800-438-7882). Convention topics include: Tom Kontos presenting State of the Industry Update; Dan Baker is Keynote Speaker; Inventory Procurement; and Fundamentals of Warranty and Trade Terms.

2003 saw the need for additional training and the UTA stepped up to the plate creating in-house training programs in conjunction with Heavy Duty Marketing Associates (HDMA). Medium-Duty Committee is formed and the UTA / Jerome Nerman Family Foundation is created allowing tax-deductible contributions toward the educational fund. UTA Directors include Vince Anselmo; Lee Chapin; Bruce Jodarski; David A. Kolman; Ethan Nadolson; Paul Spokas; Jim Sundy; Terry Williams; and Wafik Elsanadi.

“Come Meet the Used Truck Industry” was the theme of the November 6-8, 2003, convention held in Palm Coast, Florida. Frank Candy was Keynote speaker. State of the Industry Update is delivered by Ken Vieth. Growth of affiliate companies is substantial allowing, if all discounts are used, a UTA member to save thousands of dollars. Membership rises to 305.

In 2004, the first Board business planning retreat is held wherein a formal business plan is crafted and the UTA mission statement is updated to reflect the increasing and changing presence of the UTA. Again, the board changes somewhat but their unswerving purpose of serving remains. Serving are Steve Nadolson, Chairman; H.E. Eddie Walker, President; Al Hess, Vice President; Justina Faulkner, Secretary; Marty Crawford, Treasurer. Lee Chapin, Wafik Elsanadi, Tom Horne, Craig Kendall, Ethan Nadolson, Paul Spokas, Jim Sundy, and Terry Williams.

The 2004 convention theme of “Information, Knowledge & Networking Equals POWER” continues to highlight the purpose of the UTA in serving this industry. The convention was held on November 3-6, 2004, in Scottsdale, Arizona. Convention topics include Chris Brady delivering the State of the Industry Update address and Vince Lombardi Jr., as the Keynote speaker. Membership rises to 342.

The UTA Senior Advisory Council is established in 2005. Steve Nadolson,

Chairman; Eddie Walker, President; Al Hess, Vice President; Terry Williams, Secretary; Marty Crawford, Treasurer. Keith Allen; Joy Boyle; Rick Clark; Hal Dickson; Wafik Elsanadi; Ronnie Jordon; Ethan Nadolson; and Rick Schmitgen. The November 2-5, 2005, convention is held in Savannah, Georgia. Summing up both the organization and the industry and “It Keeps Getting Better” proves to be an accurate convention theme. Membership rises to 525.

The help spread the word, an advertising campaign begins in 2006. “Let's Talk Used Trucks” begins in order to brand and market the membership to retail customers. The First UTA / Jerome Nerman Family Scholarship awards are made to 2 deserving young people. The Board continues to guide the organization. Steve Nadolson, Chairman; Eddie Walker, President; Al Hess, Vice President; Terry Williams, Secretary; Marty Crawford, Treasurer. Keith Allen; Joy Boyle; Wafik Elsanadi; Hal Dickson; Ronnie Jordon; Rick Schmitgen; Ethan Nadolson.

The convention of November 1-4, 2006, is held in Galveston, Texas. “Information, Knowledge, and Networking Equals POWER” continues to ring out the reason for the organization’s existence. Membership rises to 650.

In 2007 the UTA’s Free Training Initiative is implemented benefiting quite a few members. The UTA / Jerome Nerman Family Scholarship awards 3 scholarships worth \$15,000.00. The Board carries on serving, including Eddie Walker, President; Al Hess, Vice President; Rick Clark, Secretary; Marty Crawford, Treasurer; Steve Nadolson, Chairman. Directors are Keith Allen; Joy Boyle; Bryan Haupt; Tom Pfeiler; Hal Dickson; Ronnie Jordon; Rob Slavin; Rick Schmitgen; and Randy Marshall.

The weather proved perfect for the November 7-10, 2007, convention in Orlando, Florida. The theme of “Ultimate Networking + Take-Charge Information + Adding Friends = The 2007 UTA Annual Convention” well-described the organization by 2007. Membership rose to 744.

In 2008 the UTA *Industry Watch* Pipeline series of articles begins with industry experts, both members and non-members, writing articles in a frank manner on subjects important to the industry. The UTA / Jerome Nerman Family Scholarship awards 4 scholarships worth \$20,000, and a 5th winner is added at the last minute funded by an impromptu auction. Continuing to serve are Marty Crawford, President; Rick Clark, Vice President; Bryan Haupt, Secretary; Tom Pfeiler,

Treasurer; and Eddie Walker, President Emeritus. Directors are Tim Ormsby; Randy Marshall; Jon Tepper; Lara Haag; Pete Pilittere; Bobby Williams; Tim Ronan; Jason Rush; and serving as alternate, George Barnett. Membership rises to 821.

Earlier was mentioned the Lifetime Achievement Award in honor of those who, by their actions, support the industry and advance the goals of the UTA. We feel their names should all be listed together instead of scattered throughout this historical document. In order of presentation, starting in the year 1999, the winners are:

Marvin F. Gordon (1999); Jerome Nerman (2000); Jim Sundy (2001); C.B. Crook (2002); Steve Nadolson (2003); Richard Vulgamore (2004); Paul Spokas (2005); Ron Corley (2006); Justina Nadolson (2007); and John Gresley, (2008).

The 2008 UTA Annual Convention was held in Reno, Nevada on November 9-12, 2008. Attendance, while down, was still robust and featured a record number of sponsors. The title of the convention was “The Big Show” and featured an opening night ceremony worthy of a Hollywood production. Waiting in a darkened theater, members were treated to a music and light show as the 1987 Peterbilt #39 of the 359 Classic Series rose from below stage to reveal itself in its restored glory. The next evening this truck was auctioned for charity.

If you have any corrections or additions to this historical document, please send these to either:

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