

Amy Shahan

When the UTA decided to create a new and improved Medium Duty Committee in 2009, Amy Shahan was one of the first people to volunteer to serve on that Committee. That shouldn't come as a surprise to anyone who knows her. Amy never hesitates to break new ground in the trucking industry, and serve as a positive role model to the rest of us—male and female alike.

We all know this has been a male-dominated industry. So Amy's path to success presented some obstacles at first, which men would not have had to deal with. Although she started at her company--Bayshore Ford—way back in 2003, at her first few UTA conventions others greeted her by asking her husband where he worked! Undeterred, Amy made her presence known by serving on UTA's Medium Duty Committee; she's served on the UTA's Board since 2012.

Amy credits her success to her own determination and the support of both her employer and her fellow salespeople. "The guys make it easy," she says modestly. Maybe they do now, but Amy admits that at first many males in the sales part of the industry just didn't take her too seriously. "You have to know about trucks," she said. So she worked hard and learned quickly while showing an attitude and personality that helped her succeed. "It's all about how you present yourself," she said. "Smile a lot. It makes you feel good and others as well."

Over the years, Amy's has gotten quite good at her job. She's now the UTA's go-to person for medium-duty industry information.

About her association with the UTA these days, Amy has only positive things to say. "I think this is the best organization in the industry to belong to," she says. "We have so many people in this business and it's great to be able to come together and work to make the used truck industry a great place in which to be involved."