

## **Danny “DLO” Lopez**

**Current Position:** Truck Sales, Old River Truck Sale

**UTA Background:** Danny has been a member of the UTA about four years and is a member of the Young Members Committee.

**Professional Background:** Danny started his career in material handling sales. In 2008, he had the chance to work under Guy Cheney, at Peterbilt of Louisiana. Throughout his years with Peterbilt, Danny says “he found a niche in providing good quality used trucks for local customers.” He built a large book of business in the local area providing various used equipment. At the time, everyone’s main focus was on new truck sales, Danny said.

Danny said the guys at Peterbilt referred to “DLO” as “The Local Used Truck Expert!”

In 2016, Danny hit a rough patch. Peterbilt of Louisiana, and the entirety of Baton Rouge flooded. The dealership took on eight feet of water. It was hard to face the realization that one day you had a place of business to go to with inventory to sell, and the next day all that is completely underwater. In addition to this challenging situation the Lopez house and property had water damage.

As a commissioned-based salesman, Danny felt his back was against the wall. For five months the dealership was shut down for disinfecting and rebuilding. This left Danny with no place to work and no trucks to sell. He and his family were also at their house working on replacing floors, and more.

But, Danny says, “God is Good!” In November 2016, he received a call from Cap White of Old River Truck Sales about his starting a career with Old River. Danny says that becoming a member of Old River’s team has been the best decision he has ever made. After four years with Old River, Danny’s responsibilities have increased, and Old River is successfully building new relationships and growing its facilities in Louisiana and Mississippi.

### **Personal Background**

In 2014, Danny partnered with a local charity working with the American Cancer Society Called Relay for Life. The entire family gets involved each May for

another charity: “Trucking For Cancer,” which benefits children with cancer. The event not only raises money for a good cause it allows Danny to “serve his community alongside his customers.”

Danny grew up in New Orleans, LA. He graduated from NOCCA, New Orleans Center For Creative Arts, for Jazz Music. He attended college at New Orleans Baptist Theological Seminary, where he met his wife, Kelly.

Kelly and Danny have been married for 17 years and now have “five beautiful children.” They spend family quality time camping, attending their children’s sporting events, and musical activities.