

## **Terry Williams – Board Nominee 2021**

Thank you for taking time to review each candidate's bio, your decision affects the next three years, the term of a board member, so I appreciate your participation in the elections.

I currently have the pleasure of serving as UTA President after a term as Secretary in 2020. Coming into 2021 I was excited of the prospect for the return of in-person meetings and taking a necessary comprehensive view of the UTA that would lead to improvements for the management of the association, growing networking opportunities, and improving membership engagement. My guide is: Rooted in tradition. Not afraid of the future.

During my time on the UTA board, this term and previously 2001 - 2006, I have served as convention chair, marketing chair and worked on nearly every committee. Keith Allen and I founded the KC Golf Scramble, and it has been amazing to see it grow from barely a handful of attendees to the largest outing ever this June. As President, it is exciting to see what has been accomplished so far in 2021. The return of the fishing trip, a sellout KC Golf Scramble, the addition of a fall networking event, Topgolf in Houston, TX and by winter the updating of the software, incorporating member management, event management, association finances, and syncs with uta.org. These will be large steps forward for the management of the UTA and improve the UTA experience.

My twenty-five-year truck industry career provides me a unique collaborative scope to assist the UTA membership. I have worked for a truck OEM, franchised and independent dealerships and as a vendor to the industry. Each of these industry facets has their own needs, but each can come together at the UTA to grow their success. A highlight of my collaborative drive was as the Editor of The Truck Blue Book and its yearly truck workshop. The workshop was an opportunity for heavy- and medium-duty OEMs, dealers, component manufacturers and industry suppliers to gather and discuss the used truck market issues of the day. There was always lively discussion, but we would leave having learned from each other and, for the most part, maintained friendships.

We are at a complicated time in our industry. Franchised dealerships are consolidating swiftly, technology advancements mean a greater level of cost and buyer and salesperson education, and how much of the electric truck talk will become reality? Through it all, my goal is to have the UTA have a voice while maintaining its traditions as we work together for positive advancements for the benefit of UTA members.

I care. The UTA, for me, will always be about the members first. There is energy and momentum abuzz in the UTA and I want to make sure we carry it forward, together.

I am Jack and Parker's father. Thank you for your time and please contact me with questions.

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