

Ford Commercial Truck Association of New England



"Commercial Sales Professionals Inspiring Leadership Since 1953"



MEETING NOTICE

50/50 Raffle and "Cards for Attendance" Program Continues

Date: Tuesday, August 20th, 2019
Time: 4:30 PM – 7:00 PM
Location: Carbone's Restaurant WEB SITE: www.carboneshopkinton.com
280 Cedar St (Next to Hopkinton State Park), Hopkinton, MA 01748
Directions: Route 495 to Exit 23A (Route 9 East)

- Follow Route 9 east two (2) miles to Route 85 South toward Hopkinton
- Carbone's is 3 miles south on Route 85 on the left.

If you are planning to attend, please call John Weston at (508) 330-2581 to confirm. Meeting fees are still \$40 and include dinner. Please call John ASAP so he can guarantee the count for dinner!

Presentations

SPECIAL TRAINING PRESENTATION

Ford Commercial Boot Camp – Mini Training. "Everything you need to know about the 2020 Ford Transit"
ALL NEW ENGLAND FORD DEALERS ARE ENCOURAGED TO ATTEND THIS SPECIAL TRAINING EVENT

- Sean Masson (Commercial Business Manager – Ford Motor Company) - Sean and Bruce Gray will present the new AWD Ford Transit. As well as the updated diesel and new V6 engine offerings, delivering improved power and efficiency.

Training will begin promptly at 4:45 – please try to be here to take advantage of this very important training.
- We will also feature an extensive vehicle display, show casing several new Transit related products. Representatives from 10 of our body companies and vendors will also be in attendance to talk about their products and answer your questions.
- Cards for Attendance – All members attending this meeting will receive another card toward the October finale where the person with the best poker hand wins! In order to get the most cards, you need to attend all the meetings between now and October!
- 50/50 Raffle – we will also be having a 50/50 raffle – you have to be in it to win it!

****As you know, Brake & Clutch will hold their 19th annual lobster bake and commercial products review next month. Therefore, we will NOT hold a meeting in September.



Ford Commercial Truck Association of New England



"Commercial Sales Professionals Inspiring Leadership Since 1953"



WEB SITE: Our NEW website is up and running now!! www.fctane.org

"Whether you think you can, or you think you can't....you are right!"**

****HENRY FORD**

Vendor and Dealer attendees are encouraged to provide input. We need your input to ensure that our monthly meetings and annual events provide a rewarding experience for our members.

JOIN THE ASSOCIATION: If your dealership is not currently a Truck Association member, we would encourage you to join and send some people. You DO NOT need to be a CVC dealer to participate! New or experienced, you are all welcome at our meetings! Join us and see if it is a good fit for you!

In addition to your \$40 per person monthly meeting fee, Annual club dues are: Dealer memberships for 2018-2019 are \$130.00 per dealership / Vendor memberships are \$200.00. Meeting sponsor costs are \$500.00 for a full hour meeting presentation, or \$250.00 each half hour slot. Please bring these checks to the meeting as well!

The 2018 – 19 fiscal year has begun! All dealerships and vendors who haven't paid their annual dues, please do so at this meeting (if you have already paid – THANK YOU!). We are planning some great events, training, presentations, and recognition going forward – things that will help you sell more vehicles and make more money. Please make sure you are part of this!!

Questions?? Contact anyone below if you have any questions. We look forward to a productive, informative meeting!

Dealer Committee:

Mike Wagner, Rodman Ford....508-698-4037
mwagner@rodmanford.com

James Filomeno, Marcotte Ford...413-536-1900
jmfilomeno@marcotteford.com

Bob Wilson, Rodman Ford.....508-930-3877
ussub404rlw@yahoo.com

Meeting Director and Dealer/Vendor Relations:

John Weston. 508-330-2581
burnmasterj@yahoo.com

Meeting Check in Coordinator

Dennis Thompson

Webmaster

Chris DeMorro

Meeting Agenda

- | | | | |
|----------------------|--------|-------------------------|--------|
| 1. Networking | 4:30pm | 2. Intro | 5:00pm |
| 3. FMCC Presentation | 5:15pm | 4. Vendor Presentations | 5:45pm |
| 5. Q&A, Close | 6:15pm | | |

Ford Commercial Truck Association of New England



"Commercial Sales Professionals Inspiring Leadership Since 1953"



FCTANE MISSION STATEMENT

FCTANE shall strive to support the education, training and certification programs necessary to succeed in an increasingly competitive environment. The Association promotes the camaraderie of the membership, and will work at all times to elevate each member's value to their customers, communities, and Dealers.

Our goals:

- Encourage our members to work ceaselessly at maintaining a master's level of comprehensive training, superior knowledge, and unyielding motivation.
- Elevate the New England Ford Truck Sales Professional's image, efficiency, competitiveness, and value to their dealership.
- Attract promising new candidates, and help develop them into solid contributors for their dealerships.
- Educate using multiple resources, including economic and industry research.
- Assist in forging positive and mutually beneficial relationships between New England Ford Commercial Truck Dealers, Regional Upfitters, Equipment Suppliers, and Ford Motor Company.
- Promote Ford Truck leadership throughout New England.
- Collaborate with Local, State, and Federal Commercial Truck Enforcement units in promoting awareness and compliance with regulations.
- Advocate for safety and security on our nation's highways and among our drivers.
- Strive to promote a healthy business environment.
- Foster the utmost consideration for our valuable customer partners, and provide an unparalleled resource for their businesses.

