

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, July 16th, 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!

Please plan to attend this very important meeting. As you can see, we have several great guests' and presentations this month.

Presentations

- Melissa Sullivan (New England Regional Manager) – Ford Motor Company – We are fortunate to have Melissa attending this meeting. Melissa will be discussing our current YTD results and upcoming strategies to sell more trucks in New England. Melissa will also be taking questions from the group. Please make sure you attend this meeting to get all the information you need to be successful in 2019!
- Jeffrey Baines (Sales Support Manager) – Ford Motor Credit Company – Jeff provides support and training for the Boston, New York, Philadelphia and Washington regions. Jeff will speak to the group and review our year to date performance and results, and provide an overview of our Commercial and Fleet Ford Protect plans as well as any recent enhancements and changes.
- Rick Baker (General Manager) – Advanced Wheels - Advanced wheels is a new vendor member and they provide a range of aftermarket upfits for mobility applications.
- Sean Masson (Ford Commercial Business Manager) – Sean is the newly appointed CBM for the Boston and New York regions. Sean will address the group and review the latest from Ford commercial vehicle information.
- 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!



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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 BPN 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

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

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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.

