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2017 Kalmar Ottawa Dealer Meeting Sets a New Record

Bonita Springs, Florida, February 3, 2017 - Kalmar Ottawa, the market leader in the manufacture and sale of terminal tractors, hosted their annual dealer meeting at the Hyatt Regency Coconut Point Resort and Spa February 1-3, 2017.

Appearing in his new position as Vice-President of Sales, Marketing and Service Terminal Tractors America's Region, Bob McTernan welcomed Kalmar Ottawa dealers from across North America with an outdoor reception at the resort. Dealers traveled for the event from as far away as Vancouver, Canada and Mexico City, Mexico. The parent company, Cargotec, was also represented by its CEO, Mika Vehviläinen, as well as Kalmar President Antti Kaunonen, Vice-President of Finance Patrik Sjöblom and Vice-President of Marketing and Communications Maija Eklöf.



The second day focused on business as McTernan turned the meeting over to the newly appointed Marketing and Communications Manager, Jacob Sipple. The theme of the meeting was, “Ahead of the Curve” with presenters and guest speakers emphasizing a multi-faceted approach to success as a Kalmar Ottawa Dealer. Parts, service and rentals were promoted, along with new and used truck sales, as important segments of a strong dealership. The keynote speaker, Dr. Mark Voeller of Cambridge Family Enterprise Group, spoke on succession planning for businesses.

The centerpiece of the three day meeting was the annual tent sale. With strong sales incentives and a robust pre-sale in hand, Vice-President Emeritus Dave Wood led the group to a new record, eclipsing the old mark by over 150 trucks!

At the Awards Banquet later that evening a preview of the upcoming Kalmar Ottawa documentary, slated for release at the 2018 Dealer Meeting, was shown and opinions were overwhelmingly positive. The evening was capped by honoring the contributions of recent retirees Bill Ryan of Lift One LLC, David Cannon of Towlift, Inc. and Wood.

Next year the Kalmar Ottawa Dealer Meeting will be held in Ottawa, Kansas, home of the company, and nearby Kansas City, Missouri and will celebrate the 60th anniversary of the Terminal Tractor. The Kalmar Ottawa terminal tractor dealer network provides sales, service and support from 171 locations throughout North America. A complete listing and search tool for locating Kalmar Ottawa dealers can be found at www.ottawatrucksna.com.



2017 Kalmar Ottawa Dealer Meeting, Bonita Springs, Florida