

Press Release

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Kalmar Ottawa Adds Four to Dealer Network, New National Fleet Sales Manager Appointed

OTTAWA, Kansas, June 23, 2014 – Four dealers have joined the North America network of Kalmar Ottawa dealers providing sales and product support to terminal tractor customers. Additionally, Kalmar Ottawa has strengthened its support to dealers and national fleet customers with the naming of Mike Piccora as National Fleet Sales Manager.

“Our dealers are the key to our success both before and after the sale,” said Bob McTernan, Kalmar Ottawa’s Manager, Marketing and Dealer Operations. “Like all Kalmar Ottawa dealers, their focus will be on providing terminal tractor sales and product support as well as improving the overall customer experience,” he noted.

New Kalmar Ottawa Dealers Represent Midwest and Florida

Louisville Switching Truck Sales, Louisville, Kentucky, is a family owned business with a reputation for providing excellence to customers. According to Don Robinson, President of Louisville Switching Truck Sales, the company took a bit of a non-traditional path to becoming a



Kalmar Ottawa dealer. “We began as an end-user in 1973. With no particular manufacturer loyalty at the time, we soon recognized that Kalmar Ottawa was head and shoulders above everyone else. As we transitioned from end-user to dealer, we were courted by other manufacturers, but our experience and discussions with Kalmar Ottawa made this a natural fit.”

Wiese USA, St. Louis, Missouri, is among the oldest and largest material handling companies in the United States. “We have enjoyed a very successful relationship with Kalmar Lift Trucks for a number of years,” said Kelis Thacker, General Manager of Wiese USA. “We look forward to our expanded product offering with Kalmar Ottawa terminal tractors helping us grow by reaching new markets and customers.”

Rechtien International Trucks, Inc., based in Miami, Florida, has been providing sales, parts and service for commercial vehicles since 1981. Headquartered in Miami, Rechtien also has locations serving Fort Lauderdale, West Palm Beach and Fort Pierce. Carlos Currin, Managing Director of Ottawa Trucks Center/Rechtien International Trucks, Inc. said, “We’re excited to be a Kalmar Ottawa dealer. It’s a great product line with a dominant position in the market. We look forward to expanding our terminal tractor sales and rental fleet business.”

Coastal Industrial Equipment is a long-standing dealer based in Jacksonville, Florida. They specialize in new and used terminal tractor sales along with rentals for customers throughout northern Florida. In addition to being an authorized Cummins Engine dealer, they provide mobile service supported by an extensive parts inventory and factory-trained technicians. Denny Ross, President of Coastal Industrial Equipment said, “The Ottawa line is a great fit to our core business functions – providing cost effective transportation solutions. It gives us the ability to offer rental, new and used units. The Ottawa line of terminal tractors will also help us more fully support our customers that run heavy trucks and yard spotters.”

Mike Piccora Appointed National Fleet Sales Manager



Piccora

With a 30-year background in commercial truck leasing, Mike Piccora is now the Kalmar Ottawa National Fleet Sales Manager. Piccora will call on large national fleets to help maintain and improve corporate relationships and sales. Working closely with Kalmar Ottawa dealers, Piccora will help ensure that after-sales product support will continue to come from the local dealer.

“In addition to supporting terminal tractor fleet customers, I hope to uncover opportunities and bring new leads to our dealers. Their success is our success.” Piccora stated.

Kalmar Ottawa Trucks Lead the Industry

Known for pioneering the terminal tractor, Kalmar Ottawa continues to lead the industry with the revolutionary T2 Terminal Tractor, unveiled at the February 2014 National Dealer Meeting. Customer-driven improvements in the T2 like increased visibility, better serviceability and driver comforts provide operators with a more productive and satisfying work environment.

“The new T2 is an exciting addition to dealers’ offerings. It represents a great opportunity for end users to upgrade aging equipment with a more refined and better performing unit,” said David Wood, Vice President, Sales & Marketing, Terminal Tractors Americas Region. “The T2 includes a host of new features that improve serviceability, driver productivity, safety and

operational cost efficiency. We plan on delivering the first T2 production models to customers before the end of the year.”

As the world’s leader in terminal tractors offering the most comprehensive range of models for warehouse and distribution operations, ports and rail terminals, Kalmar Ottawa’s commitment to continuous product development has resulted in many industry firsts. Besides being the original manufacturer of terminal tractors, Kalmar Ottawa was the first to offer machines with an automatic transmission, a rear door entry, integral air conditioning units, power cab tilt and ABS brake systems. Kalmar Ottawa terminal tractors were also the first on the market to receive DOT/EPA certification – a paramount classification for distribution and industrial customers whose operation entails shunting trailers between yards via public streets and roadways.

The company also offers an expanding portfolio of eco-friendly Kalmar Ottawa terminal tractors including machines powered by alternative fuels, such as CNG (Compressed Natural Gas) and LNG (Liquefied Natural Gas).

The Kalmar Ottawa terminal tractor dealer network provides sales, service and support from over 120 locations throughout North America. A complete listing and search tool for locating Kalmar Ottawa dealers can be found at www.ottawatrucksna.com.

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Note to Editors:

To download logos, images and other information about Kalmar Ottawa Terminal Tractors, please go to: www.ottawatrucksna.com

For Mike Piccora photo, click [here](#)