

This summer Mike and his wife will celebrate 34 years of happy marriage. Within the last couple of years the McColgan's welcomed their first grandchild. Both sons are grown and busy in their own lives, and Mike fully recognizes just how lucky a man he is. One more thing you should know about Mike is that in the spring of 2011, he can safely guesstimate that he's sold over 30,000 trucks! In support of his nomination, I'm honored to detail some of the highlights from Mike's long career in the trucking industry and his view from more than 35 years into a successful career with Volvo Trucks North America (VTNA).

Mike's story begins as so many American stories do. Mike's father was the son of Irish immigrants who had settled in Boston. Mike himself was born in Boston as was his father. While still a child, Mike moved with his family to East Hanover, NJ. When it was time for college, Mike stayed close to home. He went to Morris County Community College and then on to Engine City Technical Institute in Union, NJ. Since the age of 13 Mike also worked while going to school. He got his first job in the field as a diesel technician, working the 11:00 p.m. to 7:00 a.m. shift for Chester Jackson Trucking while still a student. Later on, with diplomas in hand, Mike began working for Matcha Machinery, his first truck dealership.

Mike's career with Volvo began in 1975 when the company expanded into North America. He was one of the first 12 people Volvo hired to launch its North American operation. What a great opportunity for a young technician. Within 60 days of starting with Volvo Mike was promoted out of the shop and into sales. He credits his meteoric rise to the simple fact that he was the one of the only employees who knew how to drive a truck. When a customer wanted a demonstration, Mike was often the person who answered the call. Of course, by the time he got this lucky break, Mike had been working hard to be prepared for opportunity when it arrived.

Early on it was clear that Mike had a gift for sales, and in those first years he closed three of the company's largest transactions. One of these was with Mason Dixon Truck Lines. The Wilson Trucking Company also worked with Mike, and today Wilson Trucking remains a satisfied Volvo customer. The third transaction was with Coca-Cola Western Carolina. Mike's success hardly went unnoticed. When Volvo Trucks North America bought the assets of White Motor Company, Mike was appointed district sales manager for the Atlanta, GA district for the newly formed Volvo-White Truck Corp.

Over the next three years, with Mike at the helm the Atlanta district achieved the number one spot in the nation for VTUS. In some of the early years, Atlanta outperformed two other regions combined. Mike moved his family to Greensboro, NC and continued managing the Atlanta district, now traveling across the southeastern U.S. to service his dealerships from Birmingham, AL to Nashville, TN, and back to Georgia. Of course, Mike's reputation grew along with his district.

In 1989, Volvo Trucks North America named Mike Director of Fleet Sales. His concentration shifted to identifying large fleet customers and going after them. Mike was now responsible for sales throughout not just the southeastern U.S., but the southwestern states as well. Over the next 10 years, Mike and his staff members, all three of them, built strong relationships with customers including Ryder, United Parcel Service (UPS), Averitt Express, and others. During his time as the Fleet Director, Mike moved the operation from less than a 3 percent market share to well over 15 percent of the market.

When the century came to its close in 1999, Mike was asked to take on responsibility for Volvo's used truck division for the entire United States. His challenge was to build the Volvo

product line and rescue it from its then last-place position. Ultimately, the goal was to make the Volvo product line equal to or better than its competition. With this challenge put to him, Mike spent the next decade doing just what had been asked of him.

He created new ways to increase Volvo's resale value in the market. For example, he was the mastermind behind the Volvo Trucks North America Generation² program. This buyer protection program has now become the benchmark in the used truck industry. Now, more than 10 years into the challenge, Mike is proud to report that Volvo has moved out of its old last place position and it now ranks equal to or greater than its competitors in all makes and models.

Mike just enjoys building things and watching things grow, and he's always been up to any challenge put before him. Ask anyone in the used truck business, and you'll find Mike is universally known for his integrity and his dedication to hard work. This is another reason why Mike and Volvo have made such a successful team. "I love to grow and build things and do it with a high level of integrity and ethics and respect for people and businesses around me," Mike says. "Volvo Trucks North America has allowed me the avenue and channels in which to grow and develop and hone my talents." In return, VTNA now has a world-class truck operation that sold 54 trucks both wholesale and resale in 1975 and more than 30,000 in 2006.

Mike says that one of the most satisfying parts of his work with VTNA has been the opportunity to work with Volvo customers. Working with buyers who come to the brand with a great deal of respect for the product and confidence in the company has been very rewarding to him. He especially enjoys his role as customer advocate. In this role he can truly help his customers evolve and change. The industry changes for many reasons, including legislative initiatives, processing changes, and manufacturing developments. Mike finds it very gratifying to

act on behalf of his customers' businesses, and help them understand and meet the changes they face.

When you ask Mike how long he's been a member of the UTA, he'll say he joined so long ago that he really couldn't remember when it was. Over his years as a member he has ably served on committees and panels, and provided guidance and counseling to other UTA members. He has become something of the go-to-guy among his peers. He has also served on the Truck Blue Book Evaluation Council, joining the council many years ago. Every year, this prestigious group offers information and analysis about the current state of the used truck industry.

Over the years, Volvo Trucks North America helped Mike build a remarkable professional career and reputation. He still enjoys helping his staff succeed and his customers stay happy. His family life is rich with a beloved wife, two grown sons who live near enough to visit, and a charming little grandson to enjoy. And how is VTNA doing? Well, that truck-driving-diesel-technician turned truck salesman is now the longest-serving member of Volvo's North American staff, and he's still going strong. The company must be very satisfied with the decision they made so long ago to bring that young man out of the shop and into the showroom.