



Papé Kenworth Receives 2015 Kenworth Dealer of the Year Award

KIRKLAND, Wash. – Papé Kenworth received the 2015 Kenworth Dealer of the Year Award for the United States and Canada at the Kenworth Dealer Meeting held recently in San Diego, California. The distinction marks the first time Papé Kenworth was chosen for the coveted award.



Papé Kenworth was awarded the 2015 Kenworth Dealer of the Year Award at the awards banquet during Kenworth's annual dealer meeting in San Diego. From left, Jason Skoog, Kenworth assistant general manager for sales and marketing; Dave Laird, president of Papé Kenworth; Jordan Papé, chief executive officer of The Papé Group Inc., and Preston Feight, Kenworth general manager and PACCAR vice president. The Papé Group Inc. is the parent company of Papé Kenworth.

“Papé Kenworth’s success is driven by great Kenworth heavy and medium duty trucks and our employees’ daily, determined focus to take excellent care of customers in our new truck, parts and service operations in Oregon, California and Washington dealerships,” said Dave Laird, president of Papé Kenworth. “This prestigious award offers a tremendous source of pride for Papé Kenworth and our employees. We especially thank our customers for their continued support.”

“Papé Kenworth had truly outstanding performance in 2015 with strong market share in heavy and medium duty trucks; excellent Kenworth T680, T880 and PACCAR MX-13 engine sales; and the highest dealer excellence score in the strong Kenworth dealer network,” said Preston Feight, Kenworth general manager and PACCAR vice president. “Congratulations to The World’s Best Dealer for 2015.”

In the past nine years, Papé Kenworth has excelled with four Kenworth Gold Awards and five Silver Awards. The winner was chosen from among more than 360 Kenworth dealer locations in the United States and Canada. Papé Kenworth operates Central California locations in Bakersfield, French Camp (Stockton), Fresno, and Santa Maria; Oregon locations in Aurora, Central Point (Medford), Coburg (Eugene), Klamath Falls, Portland, Redmond, Roseburg and Tangent; and a Washington state location in Kelso. The company's headquarters is located in Eugene, Oregon.

Kenworth also presented Gold and Silver awards, and the PACCAR MX Engine, Medium Duty, Parts and Service, and TRP Dealer of the Year awards.

Kenworth Gold Awards

Papé Kenworth was selected as Kenworth Dealer of the Year from among Kenworth’s five Gold Award winners for 2015. Other Gold Award winners are: MHC Kenworth – Colorado, MHC Kenworth – Georgia, Wisconsin Kenworth, and Worldwide Kenworth of South Carolina. The Gold Award is presented to a select handful of Kenworth dealers each year that achieved excellent results.

MHC Kenworth – Colorado retailed nearly 1,400 new Kenworth trucks in 2015, and achieved excellent market share in heavy and medium duty trucks and PACCAR MX engines. The dealer has now earned six Kenworth Gold and four Silver Awards in the past 10 years.

MHC Kenworth – Georgia captured its first Kenworth Gold Award. The dealer retailed more than 2,500 new Kenworth trucks to more than double its 2015 goal, achieved a significant heavy duty market share, grew its PacLease fleet, and surpassed its parts goal while providing excellent customer support.

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MHC Kenworth – Colorado and MHC Kenworth – Georgia both received Gold Awards. From left are Preston Feight, Kenworth general manager and PACCAR vice president; MHC Kenworth executives Ken Hoffman, Tim Spurgeon, Mike Murphy, Tim Murphy and Jeff Murphy; and Jason Skoog, Kenworth assistant general manager for sales and marketing.

Wisconsin Kenworth earned its fifth Gold Award over the past 10 years. The dealer sold more than 2,300 new Kenworth trucks, had excellent heavy duty and PACCAR Financial share, and ranked high among Kenworth dealers in PACCAR engines sold, facilities excellence and increased hours of service.



Wisconsin Kenworth received a Kenworth 2015 Gold Award. From left, Preston Feight, Kenworth general manager and PACCAR vice president; Wisconsin Kenworth/CSM Companies executives Jim Moeller, Mike Clark, (holding award), and Jon Parker; and Jason Skoog, Kenworth assistant general manager for sales and marketing.

Worldwide Kenworth of South Carolina also earned its first Kenworth Gold Award. The dealer retailed more than 500 Kenworth heavy and medium duty trucks, achieved impressive heavy duty and PACCAR Financial retail market share, exceeded truck and parts sales goals, and had all its engine technicians fully trained on the PACCAR MX engine series.



Worldwide Kenworth of South Carolina received a Gold Award. From left, Preston Feight, Kenworth general manager and PACCAR vice president; Worldwide Equipment executives Terry Dotson and Scott Blevins, (holding award); and Jason Skoog, Kenworth assistant general manager for sales and marketing. Worldwide Kenworth of South Carolina is a division of Worldwide Equipment of South Carolina.

Kenworth Silver Awards

During the Kenworth Dealer Meeting, Kenworth also recognized its 15 Silver Award winners:

Canada - Kenworth Montréal and Kenworth Truck Centres of Ontario

United States – Central Illinois Trucks, Kenworth of Cincinnati, Kenworth of Pennsylvania, MHC Kenworth – Kansas City, MHC Kenworth – North Carolina, MHC Kenworth – Oklahoma, MHC Kenworth – Springfield, MHC Kenworth – Tennessee, NorCal Kenworth, Truck Enterprises Hagerstown, Truck Enterprises Harrisonburg, Truck Enterprises Richmond, and Truckworx Kenworth – Dothan.

Kenworth also honored dealers that earned the PACCAR MX Engine, Medium Duty, Parts and Service, and TRP Dealer of the Year Awards for 2015:

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Kenworth PACCAR MX Engine Dealer of Year

Papé Kenworth, the 2015 Kenworth Dealer of the Year, also received the 2015 Kenworth PACCAR MX Engine Dealer of the Year Award. The engine award honors the Kenworth dealer that fully engages customers, sells all the benefits of spec'ing a PACCAR MX-13 engine, and truly meets each customer's service needs. As a result, Papé Kenworth sold more than 800 Kenworth Class 8 trucks equipped with the PACCAR MX-13 engine last year. The dealership also excelled at providing outstanding customer service with highly trained PACCAR MX technicians working extended service hours both during the weekday and on weekends.



Papé Kenworth was awarded the 2015 Kenworth PACCAR MX Engine Dealer of the Year Award. From left, Preston Feight, Kenworth general manager and PACCAR vice president; Dave Laird, president of Papé Kenworth, (holding award); Jordan Papé, chief executive officer of The Papé Group Inc.; and Jason Skoog, Kenworth assistant general manager for sales and marketing.

Kenworth Medium Duty Dealer of Year

For the third time in the past 10 years, MHC Kenworth – Kansas City was named Kenworth Medium Duty Dealer of the Year. The award recognizes outstanding leadership and dealership focus on growing Kenworth's medium duty business. MHC Kenworth – Kansas City expanded its medium duty retail sales by nearly 80 percent and surpassed its 2015 sales goal by more than double. The dealer sold Kenworth medium duty trucks to a diversified customer base, which included small fleets, single operators, and its own PacLease fleet. Thanks to outstanding dealers such as MHC Kenworth – Kansas City, Kenworth achieved a record 9 percent market share in medium duty retail sales in the U.S. and Canada last year.



MHC Kenworth - Kansas City received the Kenworth 2015 Medium Duty Dealer of the Year Award. From left, Preston Feight, Kenworth general manager and PACCAR vice president; MHC Kenworth executives Ken Hoffman, Tim Spurgeon, Mike Murphy, Tim Murphy and Jeff Murphy; and Jason Skoog, Kenworth assistant general manager for sales and marketing.

Kenworth Parts and Service Dealer of Year

Inland Kenworth (U.S.) captured the Kenworth Parts and Service Dealer of the Year award. The dealer ranked near the top of all the key categories, including exceptional facilities and parts operations, high assistance level to customers referred by the Kenworth Customer Center, parts sales, and excellent customer satisfaction scores. Inland Kenworth expanded its business through increased TRP and e-commerce parts sales, while fleet parts sales rose by nearly 40 percent through promotion of the PACCAR Parts Fleet Services Program.



Inland Kenworth (U.S.) received the Kenworth 2015 Parts and Service Dealer of the Year Award. From left, Preston Feight, Kenworth general manager and PACCAR vice president; Inland Kenworth executives Bill Currie and Boyd McConnachie; and David Danforth, PACCAR Parts general manager and PACCAR vice president.

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Kenworth TRP Dealer of Year

With a dedicated parts sales staff at eight locations, Truckworx Kenworth successfully grew its sales of TRP all-makes parts by 20 percent in 2015, earning the Alabama- and Mississippi-based dealer group the 2015 Kenworth TRP Parts Dealer of the Year. The TRP dealer award recognizes the dealer that provides the best support for TRP parts and service among all Kenworth dealers. By routinely suggesting the line of TRP replacement parts, which provide industry-leading performance, and encouraging them to use the Kenworth Privileges loyalty card's many significant discounts, Truckworx Kenworth helped customers realize great savings and value.



Truckworx Kenworth received the Kenworth 2015 TRP Dealer of the Year Award. From left, Preston Feight, Kenworth general manager and PACCAR vice president; Will Bruser, president of Truckworx Kenworth; and David Danforth, PACCAR Parts general manager and PACCAR vice president.

Kenworth Dealer Major Anniversaries

Kenworth also acknowledged those dealers that celebrated significant longevity milestones as Kenworth Dealers in 2015:

70 years – Kenworth Sales Company (West Valley City, Utah); 50 years – Custom Truck Sales (Regina, Saskatchewan); 45 years – GreatWest Kenworth (Calgary, Alberta); 40 years – Central Illinois Trucks (Normal, Illinois); Green Mountain Kenworth (Shelburne, Vermont), Whiteford Kenworth (South Bend, Indiana); 35 years – Kenworth Truck Centres of Ontario (Concord, Ontario); 30 years – Kenworth of South Texas (San Antonio, Texas); 25 years – Kenworth Maska (La

Presentation, Quebec), Kenworth Montréal (St. Laurent, Quebec), and Liberty Kenworth (Swedesboro, New Jersey).

Kenworth's annual dealer meeting included management presentations and breakout sessions that featured the PACCAR MX-11 engine, Kenworth T370 enhancements, and Kenworth power management system, along with a ride-and-drive session focused on Kenworth's latest trucks.

Kenworth has more than 360 dealer locations in the United States and Canada.

Kenworth is the driver's truck. See what drivers are saying at www.kenworth.com/drivers.

Kenworth Truck Company is the manufacturer of The World's Best[®] heavy and medium duty trucks. Kenworth's Internet home page is at www.kenworth.com. Kenworth is a PACCAR company.