



DATTCO Continues to Expand its Sales and Service Division and Welcomes New Leadership

New Britain, CT, October 16, 2020: DATTCO announces leadership transition for its Sales and Service Division, effective immediately. Jim Gallant, who just marked his 25th anniversary with DATTCO, has assumed the Senior Vice President of Sales & Service position. The sales team has been enhanced with the addition of Brett Adams, who joins DATTCO as Vice President of Sales and Business Development. DATTCO's Sales and Service Division includes the IC Bus franchise for all New England, Thermo King Northeast - with Boston-area and Hartford-area dealerships, and commercial body shops in Randolph, MA and Middletown, CT.

In his new role, Gallant will manage all DATTCO's Sales and Service Division responsibilities, including parts sales, vehicle sales, fleet repair services, and collision repair. Jim began with DATTCO in the parts department and grew along with the family-owned company as the dealership expanded. Gallant has most recently served as General Manager for Thermo King Northeast (a subsidiary of DATTCO). "I'm honored for the opportunity to return to my roots in Sales and Service. In this role, I will focus on making the division a successful, cohesive unit that continues to provide clients with exceptional customer service and contributes to the overall success of the company's other divisions - school bus and motorcoach." Gallant stated.

Brett Adams, who joins DATTCO from Ryder Systems, brings over 25 years of sales and management experience, achieving many accolades at Ryder, including *#1 Business Unit in Contractual Revenue Growth* and *Top 10 status on the Sales Performance Matrix*. He was responsible for over \$135 million in revenue in Western New England. He will identify new business opportunities for DATTCO Sales and Service, build relationships with prospective clients, and grow the commercial vehicle dealership aspect of the division.

"DATTCO is already one of the most reputable dealers in southern New England, but my goal is to position it as the region's top full-service commercial vehicle dealer. The division has a strong team in place, and I look forward to collaborating with them to enhance the DATTCO brand," said Brett Adams.

At the core of both men's management style is their belief in the direct connection between employee morale and customer experience. Together, they will continue to leverage employee relations' importance to build on the division's success and reach their goals.

DATTCO owes much of its success to excellent customer service achieved by providing honest, reliable, and efficient service. DATTCO accomplishes high customer satisfaction levels by regularly soliciting its customers' and employees' input to continue providing excellence. The Sales and Service team at DATTCO is empowered to know all the industry's ins and outs and stay abreast of current events and innovations that affect the industry to anticipate our customers' needs and help them make the best decisions.

"I am pleased to announce these important assignments as we continue to position DATTCO as a leader in commercial vehicle sales and service in New England," said Don DeVivo, President of DATTCO. "Our biggest strength is our staff; it is what sets us apart from our competition. I have great confidence in Jim and Brett's ability to drive strategic growth and increase the visibility of the DATTCO brand while maintaining the high level of customer service we are known for."

About DATTCO

Established in 1924, DATTCO, Inc. is a third-generation family-owned business headquartered in New Britain, Connecticut. From its early roots as an operator of three school buses, DATTCO now services more than two-dozen school districts throughout Connecticut. Today, DATTCO is New England's top bus dealer and leader in vehicle service, including fleet, collision, and trailer repair services. Its motorcoach division specializes in providing personal and group travel services, operates a commuter line in the Boston area, and routes for the discounted intercity bus service Megabus. Additionally, Thermo King Northeast, a dealer of genuine Thermo King products and parts, is a subsidiary of DATTCO. For more information, visit DATTCO.com.

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