

Where Are They Now?

TRUCK CITY OF GARY



To commemorate twenty years in business, the Regional Development Company (RDC) looks back at a few of the most successful borrowers and how the 504 Loan has helped their business evolve

By Nick Dmitrovich

It's amazing what a little boost can do. Over the past 20 years, the 504 Loans provided with assistance from the Regional Development Company (RDC), of Valparaiso, have helped veteran and fledgling businesses all over Northwest Indiana broaden their horizons.

Truck City of Gary is just one of the many examples. Formed in 1946, the company boasts over sixty-five years of service as a heavy-duty truck dealership, selling and servicing Class 5, 6, 7, and 8 trucks in Gary, Indiana. After decades of success, one of the biggest challenges that Truck City of Gary faced a few years ago was the need for more space – as customer demand had superseded available facilities.

One of the most important business decisions that the company made occurred in November of 2008, when Truck City of Gary partnered with the Regional Development Company and received their 504 Loan through Main Source Bank. Thanks to the RDC's 504 loan, the company has been able to explore possibilities that were once only a dream, and went on to use the funds to build a new facility with frontage on Interstate 94.

"We were in an aged building located at a site that we had outgrown. Our old location was not as convenient for our

customers as our new building location," said President Gerri Davis-Parker, the granddaughter of the company's founder.

"We were looking for the best funding source for our relocation and construction of the new building," recalled Davis-Parker. "We were able to stay in Gary and build a nice facility for our customers to visit and our employees to work."

Erica Dombey, President & Executive Director of the Regional Development Company, said, "We're very proud of the success of Truck City of Gary. This is a prominent business that has been providing its services to Gary for decades, and



through its partnership with the RDC, the company has been able to attain new levels of growth and provide additional economic development in the community. Our hope is that the RDC's efforts will help propel the company into an even longer and more successful future."

The new building was dedicated on what would have been the founder's 100th birthday. A luncheon was held that saw over 300 customers, friends, and family gather to see a painted portrait of founder Paul G. Davis unveiled in the new lobby.

Over its six decades of history, Truck City of Gary has achieved numerous milestones. The company is one of the oldest family-owned truck dealerships in the state of Indiana, and it's the oldest family-owned Freightliner dealer in the country. Truck City of Gary is also the first Cummins dealer and on-highway Caterpillar dealer in all of Northwest Indiana. This is all didn't happen overnight of course; it took the Davis family years to grow their business to the level it is today.

Throughout its history, Truck City of Gary has stayed focused on its mission to deliver personalized service and top-of-the-line products to its customers; a strategy that has certainly proven to be effective for the company. Their decision to partner with the RDC launched an entire new chapter for the Davis family's business, which goes to show how effective 504 Loans can be for any company, whether it be a young organization or one with more than half a century of experience.

The Regional Development Company is a Certified Development Company licensed to make loans under the SBA 504 with a focus on assisting small businesses prosper to their full potential. For more information on what RDC can do for your business, visit www.rdc504.org or call 219-476-0504. ♦



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