



Born and raised the son of a Cattle Dealer in Upstate New York, Al Hess was known as the “Jewish Farm Boy” and he participated in all phases of farming. Buying, selling and managing dairy cattle, Al learned early on that the idea of a power lunch was a sandwich on a tractor. He knew the price of milk per hundred weight but not by the gallon when he went to college then to the United States Marine Corp where he finished his tour of duty in Southeast Asia.

Starting in the car and truck business in Binghamton, New York, Al worked in the 18<sup>th</sup> largest district in GMC’s New York Zone. General GMC-Kenworth in Atlanta needed his experience there and he became the Used Truck Manager in 1984. Opening a second Atlanta location along with the current stores in Dalton and Columbus Georgia, Al again related to his youth as his experience with overnight deliveries was similar to pulling a calf at 3 in the morning. A Peterbilt store was well aware of Al’s talents and soon he moved to Rhode Island and became the General Manager for Bay Peterbilt.

In 1987, Al and Karen moved back to Atlanta as he was named a Branch Manger for Arrow Truck Sales. Again, his work ethic propelled him to new career choices and they moved to Kansas City as he became Arrow’s first Regional Purchasing Manger along with Bob Lyons. Al was with the Arrow Family for over 12 years and excelled nationally in the purchasing arena.

The creation of a new venture called Wholesale 911 in 1999 was the beginning of his entrepreneurship in the used truck industry. Being sensitive of the name after the 911 Tragedy in 2001, he changed the name of his business to Wholesale Trucks of America LLC. His store is still in Kansas City and he works with Steve Hatten, Denny Christensen and Pam Taylor.

He became a UTA Board member and Vice President of the Board and worked tirelessly with his beloved friend and Board President Eddie Walker. The UTA grew in membership, goals, ideas and benefits to new levels as he worked on many committees and chaired most of them. Setting up the Jerome Nerman scholarship fund has been one of his most treasured accomplishments and memories as this has blossomed into a wonderful asset for the UTA. The Educational Committee which complements the scholarship events now has a means of teaching new and enhancing experienced sale professional’s educational opportunities.

Being a National Certified Instructor for Race Track drivers, Al has been the President and a very active member of Kansas City Region Porsche Club of America. Al has raced on tracks from Daytona to Minnesota. His favorite activity on the tracks is the Charity

Lunch Laps where drivers offer their cars for people to have a controlled speed lap and donate the costs to various charitable foundations. Skipping lunch to help kids in need is a favorite pastime for Al and his lovely wife Karen. Organizing neighborhood charities reminded him of his youth when a neighborhood watch was someone calling you to let you know that your heifers were out.

Karen and Al along with their club members established an Oktoberfest Celebration with all the German Car Clubs in raising money for the Fox 4 Love Fund that assists children with special needs. Donating over \$10,000 annually to children's charities, they are active in working with a group that furnishes glasses to visually impaired children and violins for young musicians who can't afford these beautiful crafted instruments.

Al works with the Board of Directors of the National Council on Alcoholism and Drug Dependence of Greater Kansas City which is an agency of education, prevention and assessment of people and their families with these issues. He was instrumental in developing a new brand image and name for the agency "First Call" to bring it into easier community recognition. He has worked long, hard and quietly behind the scenes over the many years he served the Used Truck Association.

His devotion to the Used Truck Industry stems from his love and loyalty to his family and friends. The love of his life Karen shares his devotion to their son Marc, wife Kristi, grandkids Emma and Gavin, daughter Terra and Fiancée Brian Garden, Grandon Wyatt, and son Brandon.

Being raised on a dairy farm where manure is a dinner table topic, Al learned the value of hard work, honesty and integrity at an early age and integrated that into his work ethic of action, knowledge and charity. Work hard, play hard, if much is given then much is required. Al is a role model for young people in the industry. He is honorable, fun loving and a true friend to all who know him. The used truck industry has surely benefited from his knowledge, experience and willingness to share.