

I was born "truck crazy." My Father was an owner/operator in the grain business. When I was 16, I subscribed to Overdrive Magazine, reading it cover to cover in study hall, and still have those black and white issues today. At 17, I went to work for the Ford-Lincoln-Mercury-Ford Truck dealer in our home town detailing cars and trucks after school. When I graduated from high school, they ask me to be salesman while attending Community College. At 19, I attended the Ford Marketing Institute Salesman's course in Rockford, IL, where I was the youngest salesman there. When the new Ford Louisville model was introduced, I was there to see it and also got a tour of the Caterpillar truck engine plant in Davenport, Iowa. It was during this time I learned about specking trucks, gear ratios, etc.

In 1971, I had the trucking itch even worse and started driving for my Father, and in 1974 I bought out his business. After all this, in 1978 I went into the grain elevator business for the next 16 years. During this time I continued to either own trucks, or owned grain trailers with owner/operators pulling them.

After surviving the farm crisis, I decided it was time for a change and went to work for Ruan Truck Sales in Des Moines, and later became the Used Truck Sales Manager for McKenna Truck Center, the Volvo Dealer also in Des Moines. I have now been the Used Truck Manager for Harrison Truck Centers (Freightliner/Western Star) for 3 years.

I first joined the UTA in 2007, and have been a member of the "Dealer Group" since day one. I have attended every convention since that time, and have made many great longtime Friends. The UTA has opened doors for me to broaden my knowledge and network! It has also helped me meet the continuing challenges of our industry!