

To whom it may concern,

Edward started in the truck business at the young age of 20. It was 1983 when he went to work at the local Peterbilt dealership as a parts runner and parts stocker. His first promotion was to the back parts counter serving the service techs. His next promotion was to the front parts counter. In 1986 he started selling truck insurance and making outside parts sales calls. By 1987, he was promoted to the used truck department as a salesman and a year later to used truck manager. In 1992 he went to work for Kirkland Bros. Truck Sales. By 1997 he became general manger over four stores. In 1999 Edward bought three of the four Kirkland stores. The stores were all located in Texas. The main store located in Odessa, with branch stores in Lubbock and San Antonio. Today he has stores in Odessa and Lubbock. Currently he has 21 employees and just celebrated his 18th year in business. He has several employees who have been with him the entire 18 years? In 2008, his oldest son Tyler joined the family business. Working with his son everyday has brought great joy to Ed. Not to mention a young man full of energy, ideas integrity and character. He credits whatever success one may perceive him to have to his Lord and Savior, Jesus Christ, his wife Kim, who has worked at the business the entire 18 years, and to all his dedicated and loyal employees. He says, "without God's blessing, Kim and Tyler, none of this would be possible. Some of Ed's philosophies are: two heads are better than one, four are better than two and so on. In other words, always make decisions with input from others. Another one is; if you don't make dust, you'll eat dust. Another is; don't just sell for today. Always sell to your customer in a way he will come back tomorrow, next week, next month, next year and for years to come. Another is; give it all you got no matter what. Another is; we're not perfect, but we'll try.