

Charles Cathey

My name is Charles Cathey and I am currently Editor of Heavy Duty Trucks for Black Book. I was born in Charlotte North Carolina in 1947. I graduated from high school in Syracuse New York in 1965. I continued my studies and graduated from Georgia State University, Atlanta Georgia in 1969. I have lived in Atlanta and Mineral Bluff Georgia since 1965. Presently I have three grown sons whose ages are 40, 38 and 33. I happen to be very proud of all three.

While I was in college I worked at B.F. Goodrich and then went to work at a Peterbilt dealership in Atlanta called Nally Motor Trucks a few years after graduating in October 1971. Shortly after I began my employment at Nally Motor Trucks, Jim Sundy and Ron Corley who both happen to be Used Truck Association (UTA) Life Time Achievement award winners (Jim 2001 and Ron 2006). The three of us sold a number of trucks together, had a great time and many laughs.

For twenty years (1971-1991) I sold a number of Peterbilts, Brockways, Chevrolets, Mercedes Benz, Hino GMC and Volvos'. I sold both new and used vehicles for Nally Motor Trucks. I sure sold my share of Volvo/GMC new and used trucks for Nally Motor Trucks in Forest Park Georgia. During the mid-1980's I took a leave of absence from the class 3-8 vehicles and decided to try selling Mercedes Benz automobiles. Than in 1991, I went into the fleet-lease business and retired from that business in 2002.

In May of 2003 I became a partner in in a couple of AM radio stations in the North Georgia Mountains. For about 18 months in the radio I sold my part of the business and took a little time off but I was always thinking about trucks and the industry. I had been doing business with Black Book for years and in October 2005 they contacted me for some help finding someone to become their Heavy Duty Editor. The editor that they had since 2001 had decided to start a business for himself and was leaving. In November 2005 I got back into the heavy duty truck business tracking and publishing values for both medium, heavy vehicles and commercial trailers at the Black Book.

In March of 2006 I saw how the Used Truck Association was going and I decided to join and volunteer to make a difference in the association's growth. I first ran and won my board of director's seat in 2016 and I have served my three years. My three year term is up and I have decided to rerun for my position this year. I would like to serve another three years and accomplish the rest of my UTA goals. I wish everyone "good luck" and stay safe.