

JAY BURGESS

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My name is Jay Burgess. I have been in the Heavy Duty truck business since 1977. Yes, I'm that old. I have been blessed to survive the ups and downs of this wonderful business we are in. I spent the first fifteen years of my career in the fixed end of our business running medium to very large Parts and Service Departments. For some odd reason, my old mentor, Lewis Dickens, talked me into selling trucks. Fortunately for me, I worked for Arrow Truck Sales and LD. There was no way I wasn't going to be successful! It wasn't allowed!

I moved own to run some very large dealerships and I helped several companies get started selling used trucks.

About ten years ago, I had the wonderful opportunity to go to work KAR Auction company. Again, I was fortunate. I started with Adesa Auction in Atlanta and my mentor and boss today, JD Larsh, took the time to teach me the auction business. Today, JD and I both have moved over to another KAR Auction Company, Insurance Auto Auctions. Before JD and I worked for Insurance Auto Auctions (IAA), The company sold mostly trucks consigned from some of the largest Insurance companies in the country. Our boss, Mike Cole was looking for an avenue to grow his Specialty Department and he hired me and JD to auction some good running, clean title units. To make a long story short, it worked! We have grown to be a very good addition to IAA's Specialty Department.

I am a previous board member of the UTA. I enjoyed very much the opportunity to work hard for our association. I am reminded of what my Dad taught me. Whether you are at a job or you are camping, leave the place in better shape than when you got there. That's my goal. When I am gone, I want our association to be in better shape than when I got here.