

I have been told a time or two that I was born to sell Used Trucks. I was hired in 1971 by Ron Corley to be a truck salesman at Burnside's Dodge, a Heavy Duty Dodge dealership in Columbia South Carolina,. Yes, Dodge class 8's along with Brockway, Diamond Rio, White Freightliner, and a truck lot full of GMC Astros, Brigadiers and Generals. Those were the days where you drove trucks to customers and offered demonstration rides so customers could see how the trucks performed and if it had a low enough first gear to crawl. My specialty back then was selling trucks to the Loggers. My territory was, the coastal areas of South Carolina, in the swamps and the low back areas of the state . Back roads, snakes, gators, dust and late hours to get back home at night. Being born and raised in New Jersey, attending college in Alabama.....just being I guess a hybrid or a transplant, I had to prove myself a trusted source. As time went on I earned a reputation as a good truck guy. I went from being called the Yankee to Captain, for Captain of The Deal, as I could put a deal together and was always there for my customers. Anyway, so many great experiences and truck sales later I was asked to go into the management side of our business. I became the Used Truck Manager for Nalley Peterbilt in Charlotte, N.C.. At Nalley I became involved with the Ryder Trade Packages in Miami and also with Penske trades back to our dealership. Next stop for me was in 1989, Kansas City at Arrow Truck Sales. What an education learned from Jerry Nerman, Lewis Nerman, Larry Spitcaufski and Ron Corley. At Arrow it was all about buying and selling used trucks, making money and doing it every day. Arrow was the go to place to buy one or a hundred trucks for customers both retail and wholesale. Because we had large inventories of every make, model, configuration and condition our customers had choices and that drove sales. The Arrow family was very good to me, they were loyal, let you be entrepreneurial, and it was a positive environment. While at Arrow I became involved with The UTA and experienced its humble beginning and hurdles for survivorship and growth. Over the last 18 years I have had the pleasure to serve on numerous committees to advance awareness of the UTA and its Sales Training Initiatives. Being a UTA member has been most rewarding as its Mission Statement has been my guideline for personal success in our industry. I worked and retired from Arrow in 2015 totaling 24 years of service.

Retirement was OK , but are you really ever ready to just stop? My wife Cathy and I have been married for 52 years and retirement was going well until my good friend Al Hess walked into our house and announced that he could use some sales help with his business, Wholesale Trucks of America. That was the day Cathy fired me from retirement ...Thanks to Al. At WTA , Al and I had a great time together, sold trucks made money and laughed a lot. Al who was a legend in our industry and counted on friend passed in 2018, a sad day for us all.

Today I sell used trucks for Rush Truck Center in Olathe, KS. Rush is a great company to work for, they have vision, and are principled in their approach to customers and employees. One of the highlights at Rush Truck Center, is that I get to work with my son Ken Jr. who is a Corporate Buyer for Rush Enterprises. I am not ready to stop having fun and I can say yes, I was born to sell Used Trucks.

Captain