

Valtek to the Rescue: Answering a Unique Calling

The AASP/NJ community goes deep. From time to time, New Jersey Automotive features some of the association's biggest and strongest supporters who go back to the early days. Read on to see what former AASP/NJ Legislative Chairman Brian Vesley and his business are up to these days.

When you see or hear a fire truck racing through the streets of New Jersey, the crew at Valtek have likely been the brave heroes to their rescue. Ignited by his brothers' exposure to the truck repair and refinishing industry, founder and owner Brian Vesley and his team of talented staff members have proudly serviced the emergency fire and ambulance departments of over 600 New Jersey and New York townships.

Valtek's Paterson-based facility proudly features 20 truck bays and a large spraybooth, which are angled toward the walls with a wide, clear passenger center aisle. The shop's ergonomic layout allows the business to perform body repair and refinish on any specialized vehicle, especially fire trucks, but also buses, tractors, heavy equipment and RVs. With their commanding 16,500-square-foot shop, Valtek's facility is efficiently

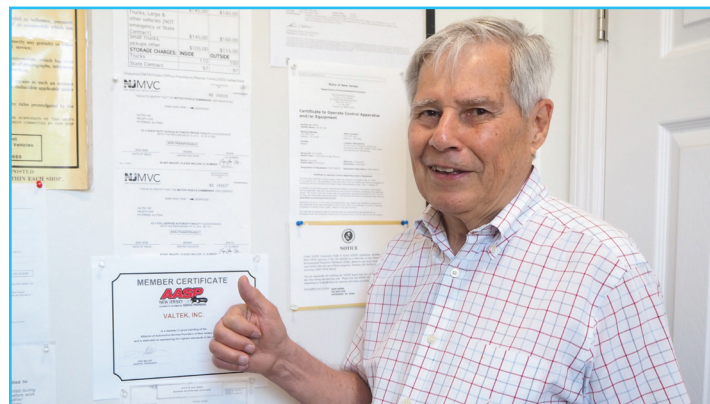
equipped with excellent electrical supply, lighting and compressed air for any repair, no matter how heavy duty.

When asked about the history of the shop, Vesley detailed the background of how his family inspired him to get into the field. "We've been in business for over 30 years. We started it back in 1992-1993. We have six people in the shop and two in the office. We got started because my brothers were involved in the industry, and thought we'd like to put something together ourselves. So, I didn't have much of a background, but they did."

Built on a dedication to quality specialized vehicle body work, there's no surprise what has been Valtek's greatest industry focus in its enduring and successful history. "Well, it's pretty obvious: It's emergency vehicles and fire trucks. And we are able to fabricate pieces that go on the truck as well as fix the trucks."

Every great leader has a source of strength behind them, and above all his marriage to his wife, Cackie Scott, has been his most valuable asset. Leaders such as Vesley employ trusted teams of dedicated professionals that helped build the business and shaped its success story.

"I have my wife as a partner, and she's been critical to the operation. She has been here for 30 years. We've



Valtek founder and owner, Brian Vesley



Brian Vesley with his wife, Cackie Scott



L to R: Carlos Barlassina, Roberto Osorio, Galo Sangurima, Jim Muise, Cackie Scott and Brian Vesley

Longtime customers that have relied on Valtek can attest that the marketing philosophy of specialization in auto body repair, frame reconstruction, body modification and the refinishing of emergency vehicles has won their respect and loyalty.

"We have a series of customers who have been with us for 30 years," Vesley notes. "They're happy with our work, and we have a bunch of appraisers and insurance adjusters that are very satisfied with what we do."

Keeping up with training demands in the industry and learning opportunities via partner suppliers' academies have been a big help to Valtek for continuing education. Being the first certified Axalta commercial refinisher in the area, Valtek has consistently met high standards for truck painting for 37 requirements and 11 optional recommendations. "We read publications and we occasionally send people for training. 3M and Axalta are among our key suppliers, so we take advantage of their training opportunities."

When asked why he became a member of AASP/NJ, he said, "It's about keeping track of what's important to our customers and to the members of the industry, and what the problems they are solving and are dealing with. We try to focus on those things and the association helps us do that. It also gives us a vehicle to express opinions and seek changes in the industry."

Vesley's knowledge, hard work and professional drive

didn't stop in the workplace. He held a significant role on the AASP/NJ Board years ago, especially in his capacity as the Legislative Chairman. Under his chairmanship, the industry scored big wins, which he was proud to share.

“Our biggest victory was the licensing of the collision shops and heavy duty shop repairs by the State of New Jersey,” he recalls. “Previously, there was legislation that required the use of heavy duty shops for larger vehicles for collision repairs. There were no standards for it, and there were no requirements that the heavy duty shops be used by the insurance carriers.”

"There were no benefits for the people who tried to comply with the state requirements. Such things as being able to repair a large vehicle inside your building was something that was added to the legislation. We spent a



Jim Muise

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