

WHERE ARE THEY NOW?

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large amount of time, resources, people and legislative efforts."

Not to be discouraged by the prolonged legislative process, Vesley and the Board persevered. "We put in about 10 years on this legislation before we got it done."

These days, as a longtime active member of AASP/NJ, Vesley stays up to date on the association's activities, and is encouraged by recent progress being made, including a recent introductory meeting with the NJ Department of Banking and Insurance Acting Commissioner Susan Ochs to further future ongoing communications.

"It absolutely is a step in the right direction," he says.

Key industry issues that have impacted Vesley's business are continuing to evolve, and Valtek is evolving with it. "It changes from time to time. Right now, it's being able to emphasize that the best people in the industry need a reasonable profit margin, which is sometimes put under a lot of pressure from the insurance carriers who try to limit their liability and their exposure. We try to convince them that it's more valuable to keep a customer satisfied than it is to give them a low price."

Adapting to the fast-paced modernization for emergency vehicle repair systems has been a critical step. The biggest changes are the increased use of electronics and the associated measurements used to warn the driver. Automatic applications in steering and braking are the

big ones. They're hard to keep up, because there isn't a standard and each OEM has its own criteria for what a proper repair is and to what extent the vehicle is allowed to be repaired."

As Vesley looks to the future of the business, he reflects on his vision for carrying on Valtek's enduring legacy. "The biggest hopes are to continue to serve our specialized industry well and to keep our employees safe and satisfied."

Valtek epitomizes the wisdom of "finding your niche and being good at it." In pursuing a specialized career in the emergency truck repair field, Vesley has received a great personal benefit that allows him to process challenges creatively and effectively. "It gives me a chance to solve practical problems constantly, whether or not we can do something in a way that saves the customer money and results in a great repair."

Thinking back to what he's gained from the profession that he otherwise would not have gotten from choosing a different career path, Vesley laughs, "Tenacity, sticking to what you think is right, and inspiring other people to support what it is you think should be done."

Much like the fire trucks that leave their bays good as new, Vesley and Valtek journey onward towards a bright (and shiny) future.

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