



"I look at something that people will need forever.
If we ever go to Mars, why they'll need a hitch on their spaceship."
- Jake Wagner



Jake and Sherry Wagner

PERSONNEL PROFILE

A True All Star

The next time you think you're working hard, consider the life of Jake Wagner. Jake and his wife Sherry own All Pro Products, Inc. in Mechanicsburg, Pennsylvania. 1:15 AM finds Jake preparing for his job at UPS, where he drives a tractor-trailer 450 miles. A little over 13 hours later you'll find him at the All Pro office, ready to work another 3 to 9 hours.

Jake has been driving for UPS for 34 years now, 32 of which are accident-free. That adds up to almost 3 million safe miles, which is very impressive, especially when you add in all the driving he does on his own.

All those hours behind the wheel are put to good use, as Jake takes advantage of the opportunity to do some problem solving and brainstorming. "To me its quality time," he tells us. Talking to Jake just gives you the impression that his brain is always working. You'd think that a guy who gets by on 4 hours of sleep a night would be hard to get along with but Mr. Wagner conveys an affable, relaxed manner. "In 37 years of marriage," he says, "I've only recently raised my voice to a level that's alarming."

Once upon a time Jake and Sherry were high school sweethearts. Jake was a star fullback and Sherry was a majorette. Aspirations toward a career as a professional athlete were sidelined when fate stepped in and they were married.

Their thriving hitch business started as a distribution only enterprise, with Sherry handling the deliveries in a van, equipped with a cell phone and a pad of paper. Warehousing was done at a building on their property and calls were forwarded to her while she was running the delivery route. After five years of this, they opened a retail location also and the rest is history. All Pro has a clearly defined management hierarchy: Jake is the President and CEO, Sherry is the CFO and responsible for all financial matters.

Business has been going very well for All Pro. So well, in fact, that they were able to purchase a second, larger building about a year and a half ago.

Even before Jake and Sherry got involved with hitches they were busy doing more than one thing. For years they ran an ATV and Snowmobile parts and repair shop out of their home. Around 1980 they decided to sell that business and things quieted down for a bit. Jake started to raise some cattle on their land, but eventually he grew bored and in 1985 they started the hitch distribution business.

In those days Jake used to get the hitches delivered by the semi-load and he would unload them himself, over the course of a weekend, to the tune of 45-48,000 pounds of hardware.

It's easy to see why the Wagner's have been so successful: They're both smart, active goal seekers and they're not above working hard to get what they want from life. You could say that Jake Wagner ended up in the hitch business out of love for Sherry, although he wouldn't have known it at the time. Even though his dream of playing pro football wasn't meant to be, it's clear that in Mechanicsburg, PA, everything is Jake.



All Pro's first store.



*All-Pro headquarters in Mechanicsburg, Pennsylvania:
4 Bays and 5,000 sq. ft. of work area.*