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Celebrating 30 years of trucking success

There's nothing flat about Fikes Truck Line

Hope, AR ...Fikes Truck Line President and CEO, Gary Salisbury, is pleased to announce the company's 30th anniversary in business. What started as a regional lumber hauler in 1941, Fikes Truck Line has grown into a national carrier that owes its success to the vision of Jim and Hannah Smith, who purchased the company in 1981.

"When you think flatbed, think again," says Salisbury, who started at Fikes as an owner-operator and became the company's leader in 2008. Fikes began with just 11 trucks and authority to operate in Arkansas. Today, Fikes and its sister company, FTL Logistics, can handle any kind of load on any type of trailer through a fleet of independent trucking professionals and contracts. Headquartered in Hope, Arkansas, Fikes has terminals in Alabama, Kentucky, and Texas, sales offices in Oklahoma and Tennessee, and 48-state operating authority.

"We are successful because we focus on making everyone around us successful," says Jim Smith. "If we take care of our team, they take care of our customers. Putting people first, understanding their needs, providing opportunities, connecting with them; these are the core ideals that drive our business."

They have also allowed the company to evolve beyond its roots as a flatbed specialist. For 25 years, Fikes grew its customer base—as well as significant strength, skills and industry expertise—inside this niche market. However, as customer needs changed, so did Fikes. "Taking care of our customers has forced us to diversify," says Salisbury. "In the last five years, we have changed our business model dramatically."

Since 2007, Fikes has launched several new initiatives by adapting to a changing business climate. This responsiveness has enabled steady growth in the following areas:

- **2008: Military and Government Sales Division** opens, diversifying the company's load type from black hawk helicopters and Bradley fighting tanks to FEMA trailers and much more.
- **2009: FTL Logistics** opens, enabling the company to better meet the diverse shipping needs of customers.
 - FTL Logistics can broker or haul loads with any type of trailer: open deck, dry van, Conestogas, refrigerated and more.
 - This sister-company creates new opportunities for broker-carriers while building capacity for

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customers by providing both inbound and outbound delivery.

Company to these initiatives, Fikes and FTL Logistics support numerous charitable causes by volunteering trailers, time, money and expertise. “Success comes in many forms and is closely tied to always giving back. We all grow stronger by doing some heavy lifting,” says Salisbury, who recently became Chairman of the Truckload Carriers Association.

Salisbury’s leadership at the national level prominently places Fikes Truck Line and FTL Logistics in the industry spotlight and confirms that Fikes has grown beyond its reputation as a flatbed specialist. “Today, Fikes Truck Line and FTL Logistics are known for our mission and our exceptional capacity,” Salisbury says. “Backed by our incredible team of owner-operators, as well as the tremendous capacity of FTL Logistics, there’s nothing we can’t do.”

With 30 years on the road, Fikes Truck Line is well known as flatbed and heavy haul specialist. Today, the truck line’s sister company, FTL Logistics, adds capacity and diversifies the equipment base to handle a broader range of transportation requirements from coast-to-coast. For more information, visit fikes.com or call 1-800-643-6611.

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