



**January 9, 2008**  
**For Immediate Release**

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## ***Fikes Truck Line Kicks-Off New Year with Promotions***

**Hope, AR...**Fikes Truck Line began 2008 by initiating several promotions throughout the company, including: Jim Honea, Rick McCain, Laurie Phillips and Clay Knox.

### **Jim Honea** promoted to Vice President of Operations

Jim Honea, who has built his transportation career at Fikes, started working for the company in November 1991 in the dispatch department learning the flatbed business. At Fikes, Honea has also held the positions of Manager of Dispatch and most recently, Director of Operations.

In his new position, Honea's focus will remain on the individual needs of contractors as well as working with customers to maintain and exceed service expectations.

"Over the past 17 years at Fikes, my mission has remained the same," says Honea, "Learn from contractors, assist them to be successful and in turn, the business will be successful."

During Honea's tenure at Fikes, the truck line has initiated numerous partnerships to assist in the profitability of owner-operators, including: financial education, business management and communication programs.

According to Gary Salisbury, COO and Senior Vice President at Fikes Truck Line, "Jim is a leader in this company, in this community and in this industry. He is involved with daily operations at Fikes and takes on a major role in the Young Transportation Executive Group with TCA."

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**Rick McCain** promoted to Vice President of Sales

Rick McCain, who began working for Fikes in 1982, has held several positions within the company, most recently as Operations Manager. Over the past 25 years, the Fikes sales department has developed a distinct sales presence in both the Eastern and Western United States.

As Vice President of Sales, McCain will head up the sales department, develop strategic planning for sales management and manage communication and collaboration efforts between all Fikes departments by continuing to strengthen existing resources.

“No one has been closer to the sales process than Rick,” said Salisbury, “He takes great pride in making sure that relationships are being built throughout the customer and driver base. Fikes is fortunate to have this kind of leadership in a seasoned sales professional.”

**Laurie Phillips** promoted to Director of Accounting and Finance

Laurie Phillips began working at Fikes in 1997, moving from Assistant to the Systems Manager to Manager of Accounting and Finance in 2000. During her 11 year tenure at Fikes, she has worked to improve accuracy within the accounting department.

As Director of Accounting and Finance, Phillips will spearhead a strategic plan targeted at improving load structure, streamlining accounts payable and utilizing department resources.

Adds Phillips, “My task is to uncover a multitude of ways to improve profitability at Fikes and educate staff to make profitable decisions.”

“We are fortunate to have Laurie as a new Director,” says Salisbury, “Her tireless efforts and passion for getting the numbers right have been instrumental in her promotion. We are looking forward to her continued passion being part of our success.”

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**Clay Knox** promoted to Manager, Hope Dispatch Operations

A transfer from Ben Garner Transportation, Clay Knox came to Fikes as a Dispatcher in 2001 and transferred to Freight Coordinator in 2007.

“It’s an exciting opportunity for me to make my mark on the industry,” says Knox.

As Manager, Knox will be responsible for handling daily and orientation contractor communications, as well as monitoring freight and load reports to increase productivity and retention.

According to Honea, “Knox brings an unique knowledge base to the management level. We are confident in his ability strengthen averages and contractor retention.”

*Fikes Truck Line is a premier national trucking company that specializes in flatbed, RGN, heavy haul, military hauls, drop-deck and sidedeck trailers. For more information on Fikes Truck Line, visit [www.fikes.com](http://www.fikes.com) or call 1-800-643-6611.*