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For Immediate Release

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Fikes Truck Line Hires Jack Milligan as Director of Special Projects *Trucking Veteran to Lead Contractor Initiatives and New Business Development*

Hope, Arkansas... Fikes Truck Line, one of the nation's leading flatbed specialists, announced the hire of Jack Milligan as *Director, Special Projects*. Milligan's experience in trucking spans more than 30 years and includes lobbying, fundraising, sales and leadership positions with Kansas Motor Carrier Association, the American Trucking Associations, the National Association of Independent Truckers and the Truckload Carriers Association. Most recently, he was a founding partner of The Alliance of Independent Trucking Professionals, a professional services group that provided tax and book keeping products and services for truckers, as well as business education.

"Jack Milligan is a rare find when it comes to experience and contacts in the industry," says Gary Salisbury, Senior Vice President and COO, "Through our long-standing affiliation, he has introduced new ideas about helping our contract fleet achieve long-term success, and inspired a commitment to education and independence as key factors in recruiting and retaining drivers. We have already experienced the impact he can make for Fikes."

As Director, Special Projects, Milligan will be responsible for:

- **Business Center Development**
Fikes will fund the development of a business center where their own contractors and other drivers can benefit from tax and accounting services and educational initiatives.
- **Arrow Truck Sales of Kansas City Partnership and Program**
Fikes will launch a one-of-a-kind program developed by Milligan to help owner operators purchase equipment directly from Arrow, as an alternative to lease-purchase programs that create long-term fleet obligations.

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- **Contractor Training Programs**

Alongside other staff, Milligan will work to advance training initiatives with Fikes' contractors to help them meet long-term business and personal financial goals.

- **New Business Development**

Milligan will assist sales staff in establishing partnerships with small fleets and agents to build capacity for Fikes.

"Fikes is uniquely positioned to grow," says Milligan, "I appreciate the value they place in my ability to help them advance that agenda. I have worked alongside many fleets, but few can measure up when it comes to the commitment Fikes makes to its contractors everyday. This company is the real thing and we're ready to make that commitment a valuable commodity."

Fikes Truck Line is a leading flatbed specialist with headquarters in Hope, Arkansas and terminals in Texas and Kentucky. The truck line delivers steel, machinery, building materials and manufactured goods all over the United States utilizing a professional fleet of leased drivers. For more information, call Fikes at 1-800-643-6611 or log onto www.fikes.com.

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