

KKW subsidiary expands West Coast fleet, terminal

By Thomas Russell -- *Furniture Today*, 4/24/2006

Pomona, Calif.— KKW Trucking subsidiary Furniture Transportations Systems has expanded its West Coast fleet and Washington terminal to better serve Western customers.

Since the beginning of the year, FTS has added 50 tractors to its fleet of more than 300 tractors. At roughly \$90,000 per trailer, that represents a \$4.5 million investment.

Those vehicles will deliver to retailers in the less-than-truckload division's six-state service area — Arizona, California, Nevada, New Mexico, Oregon and Washington.

In March, FTS more than tripled the size of its Tacoma, Wash., terminal from 5,000 to 18,000 square feet. With the move, it now has 7,000 square feet of rack storage it didn't have before, plus an expanded cross-docking operation.

The facility delivers to retailers in Washington, Oregon and northern Idaho, and with the expansion will serve other parts of Idaho.

KKW also has a 100,000-square-foot terminal and headquarters operation in Pomona that delivers to retailers in Arizona, southern Nevada, New Mexico and parts of California south of Fresno. That facility is adding Utah to its service area.

The 7,000-square-foot FTS San Lorenzo terminal near Oakland, Calif., delivers to retailers in northern Nevada and north of Fresno.

KKW was established in 1962 as a truckload carrier. It created FTS as an LTL division in 1996.

Today, the furniture side of the business represents well over half the company's revenues. In the past two years, the LTL business has grown 25%, said Vice President John Naughton.

With the terminals strategically placed near port facilities, the company expects additional growth in 2006.

"We are very pleased with our strong growth and how our services are being received by shippers and retailers looking for a solid-performing carrier to handle their furniture distribution throughout the western United States," Naughton said. "Our goal is simple: to offer the best solution for Western LTL furniture distribution."

Account Executive Gina Lopez said the expansion will mean better service for furniture manufacturers, importers and retailers. The goal, she said, is to offer consistent, quality service at a competitive rate.

"It's one thing to sell product, and it's another thing to get it to the retailer," Lopez said. "It's important to let them know there are other solutions out there than the furniture carriers they are used to. We are just offering a different solution."