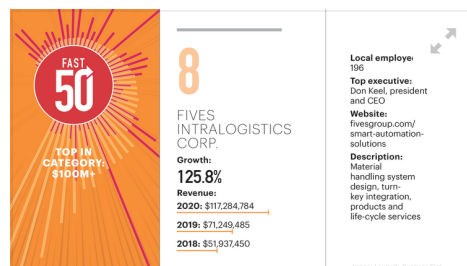


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CAREER & WORKPLACE

2021 FAST 50: Fives Intralogistics Corp.



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IN THIS ARTICLE

Oct 19, 2021

Updated Oct 20, 2021, 9:36pm EDT

What is fueling your company's growth?

Our growth is fueled by an explosion in the market size of our largest customers who include UPS, Amazon, FedEx, DHL, U.S. Postal Service and Canada Post. It is also fueled by our increased competence. We have worked really hard to provide value-added solutions for our customers and have earned a lot

of trust, corresponding to a significant increase in our revenue.

What is your biggest challenge with rapid growth?

Two primary challenges include: 1. Getting great people on our team who are needed to deliver our work; and 2. Getting materials, equipment and other commodity items to our project sites while working in a globally distressed supply chain.

What is your company's biggest accomplishment during the past year?

Our biggest accomplishment is safely delivering nearly three times the amount of work than before on time and at the quality levels required by our customers. We earn our customer's trust every day.

What is the most important thing you have learned from running your business during the pandemic?

We've learned not to fear remote working but to embrace it. Our increased comfort and proficiency with remote work makes for a better work experience for many team members and dramatically expands our reach when hiring. Our Louisville-based company has hired people in eight states this year.



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Other than Covid-19, what has been the biggest threat to the company's continued growth?

Maintaining the discipline to grow in a focused and controlled manner. We cannot take on work without a plan to execute. Our industry is known for several companies that grew too quickly and imploded. Part of earning trust with our customers is not committing to things we cannot do. Another threat is our continued ability to get good people. We work hard to create a culture where people can succeed and want to work. We keep that going by remembering that being profitable and respecting our team members are not mutually exclusive.

Do you have expansion plans, or have you expanded in the last 12 months?

We moved into a 240,000-square-foot facility in Commerce Crossings in 2020 and added another 140,000 square feet in 2021. We are planning future expansions of our manufacturing capabilities in Louisville.



Don Keel, CEO of Fives
Intralogistics Corp.

ANDREW KUNG



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