

Falcon Express Celebrates Its 30th Birthday!

Back in May 1981, Dick and June Hess started Falcon Express with a pager and a prayer, a single account and a dream. After a successful run in the garment industry, Dick decided to try something new and, as it was such an easy industry to master (cough!), he went with a courier company. They added their first employee, George Werman, and an office in Silver Spring and they were off.

Throughout the '80's Falcon grew and maintained a heavy downtown DC presence with remote offices and fleets of bikers while providing service to many of the top law firms in the city. The gradual addition of various routed work helped transform Falcon into one of the main players in the area. In the early 90's, Dick saw the need for low-cost, no-frills overnight service and created Scheduled Express, Inc. (now Falcon Overnight) which quickly became a growing concern. He also branched out into the driver replacement industry for a time with Fleet Resource, Inc. which was eventually sold after a successful run so that management can concentrate on Falcon's core businesses.

When Dick became ill and eventually passed after a long and difficult battle with cancer, Joe Ashkin (President/CEO) stepped into the void and acquired the company. This allowed for a seamless transition with the result of maintaining a living for all of Falcon's employees and contractors.

Joe has been with the company almost since the beginning and was the prime salesman from early on and responsible for building many of the long term accounts and relationships that Falcon enjoys to this day. Michael Nalls (COO) and Gordon Muir (CIO) have been with the company for 26 years, Amos Munyan (General Manager) has completed 18, and Frank Callahan (VP/Government Sales) 16 years, and almost all of the rest of management team has at least 15 years under their belts as well. Lead dispatcher Ron Dixon has been leading his bikers and drivers for almost 23 years! This management continuity is largely responsible for the solid foundation on which the company continues to consolidate and grow. Our growth has been entirely organic and homegrown and some of our customers have been with us for decades. We truly value each and every one as they are the reason we are still here!

Falcon always strives to remain on the cutting edge of technology and we believe that our IT Department, led by Eric Robertson and Tom Turner, is second to none in providing the tools for our operations department to provide the finest service available. Of course, staying up with changing hardware and software is a constant challenge as anybody who buys the latest and greatest piece of equipment available only to have the new model come out a month later knows!

As part of its community leadership, FXT has also been involved in government advocacy in the State of Maryland. As a result of a sustained effort over the past couple of years at the State House in Annapolis, the Maryland Same Day Messenger Courier Association (MSDMCA), under the leadership of Frank Callahan, was able write and push through legislation critical to the future of the industry in Maryland. The change involved updating and modernizing existing law as to what can be carried by messengers yet still fall within in the exemption to State UI. Following a sometimes contentious and spirited discourse, the Maryland Department of Labor, the MSDMCA and the legislators were able to find common ground that resulted in landslide votes in both the House and the Senate for passage of SB 685. The Bill is now awaiting the Governor's signature.

Thank you to all who have made our extended run possible as we look to the future!