

Paul Higgins Bio

Paul Higgins started his career in transportation at the age of 16, delivering gasoline and diesel fuels by truck. He has been with Prime, Inc. for 41 years. Paul started his Prime career in Operations as an order entry clerk and soon moved into Sales. With the company approaching chapter 11, Paul stepped in as a fleet manager then transferred back to Sales. As the company continued to grow, Paul opened Prime's new & innovative fueling center called The Plaza. It was during this time that Paul was able to become involved in spec'ing and purchasing of Prime's class 8 fleet. After 10 years managing The Plaza, Paul was promoted to Director of Fleet Maintenance where he managed 661 mechanics, Road Assist advisors, schedulers, parts department associates, and the staffing of Prime's three main terminals. He most recently has taken on the role of Purchasing Manager, and enjoys analyzing and locating specialty equipment.

Paul has become an expert in the industry. With his extensive years in sales and dispatch operations to tire remanufacturing, Paul has created a niche for maximizing the efficiency of overall cost to trucking. He is unmatched in purchasing and negotiations. He continues to improve equipment cost per mile reductions and analysis of products to lower total cost of ownership. His research and study of aerodynamics led him to product design/engineering/development and manufacturing of deer guards and spring-loaded mudflap brackets and trailer skirts and tails.

Paul is gifted in improving systems and creating products to improve the trucking industry. With Paul's experience and expertise, he now enjoys sharing his knowledge with the next generation who will become the trucking industry leaders.

Paul was graduated from Missouri State University with a BS in Accounting. He has been married for 33 years to Julie, and has two children.