



## Featured Employer: Buchanan Logistics

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Buchanan Hauling & Rigging was founded in June 1996 by Geary Buchanan. At the time, Buchanan was an owner operator with 24 years of experience in the trucking industry. He started the company with just one truck, two trailers, and a dream to supply quality transportation at a fair market rate, build long-lasting business relationships, and provide high-quality jobs to drivers and owner-operators. Buchanan Hauling started with no true business plan; only with the belief that hard work would pay off by out-working and out-performing the competition. Since the beginning, the company has experienced double-digit growth, all while maintaining a focus on continual improvement..

### Expansion at Buchanan

Buchanan Hauling started out only providing flatbed, open-deck transportation. The company quickly expanded its services to include expedited flatbed service and the heavy haul market, with multiple axle trailers hauling oversize and overweight cargo. By providing door-to-door services with no trans-loading at the border, Buchanan Hauling also expanded into all of North America.

With the increased business, Buchanan Hauling expanded into a full-service logistics company—Buchanan Logistics—which provides full service, third party freight management solutions and allows customers to achieve greater efficiencies within their supply chain. The division's exceptional professionals and technology allow the company to customize a transportation logistics solution to directly fit their clients' needs. Through a combination of people, technology, and processes, Buchanan Logistics has the ability to generate measurable results for their clients.

Buchanan Logistics has access to over 15,000 truckload and LTL partners. These partners, along with Buchanan Hauling & Rigging, allow Buchanan Logistics to service customers throughout the United States, Canada, and Mexico. Personal account executives dispatch and track every shipment, ensuring on-time and damage-free delivery.

The logistics division's new facility, which has about 8,000 additional square feet, allows for more space than at the company's corporate office at 4625 Industrial Road. The expansion cost between \$375,000 and \$400,000 and is located at 5110 Merchandise Drive in Fort Wayne.



Dan Rutherford, chief financial officer, had this to say about the expansion into the Logistics area: “The expansion is the result of too little space and the emphasis placed on this area of the business. The logistics portion of our business has always been in demand. Buchanan has just decided to devote resources to growing that piece of our business.”

### **A Call to Hire**

With the expansion of the Buchanan name into Logistics, there will be a creation of 45 new jobs for Fort Wayne and the surrounding area in the next two years. Buchanan hopes to create an environment with the new facility to attract talented individuals.

Rutherford said the biggest challenge is finding workers who fit the qualifications: “We get a lot of résumés and applications that aren’t necessarily what we’re looking for.” Applicants should have skills for basic communication like knowing how to use a phone and computer, but much of the training is completed on-the-job, he said. New employees are assigned to a team through which they develop a one-on-one relationship with an experienced logistics specialist. Most of the job involves inside sales and customer service and relations.

Rutherford said the main trait the company looks for in applicants is a strong work ethic. Applicants should also have a desire to succeed, be self-motivated, and have good negotiating and people skills.

IPFW Career Services would like to thank our new corporate partner for seeking the talent that IPFW students and alumni can provide. It is our hope to contribute to the Buchanan Logistics expansion in a great way.