

**JAMES BUCHANAN   Urbana, OH**

**cobrapltj@aol.com 614.859.7115**

***Top published P&L Safety and Maintenance Logistics executive with hands on entrepreneurial leadership in fleet operations, logistics, asset utilization, training and profitability enhancement.***

**P&L responsibility in a \$415 million international trucking/equipment organization**

**MBA**

**Over \$1 Billion in personal sales**

**15 years successful CEO, CFO, and COO experience**

**Published industry safety & maintenance author, seminar presenter, and P&L advisor**

**CORE COMPETENCIES:**

**KPI Development & Implementation**

**Fleet Maintenance Operations**

**Fleet Safety & Compliance**

**Action plan development**

**Training & leadership development**

**Turnaround & Restructure**

**Hazmat programs**

**Safety & Compliance Audits**

**Asset Utilization**

**Multiple location responsibility**

**BTC, PRESIDENT   2004 TO PRESENT**

***Senior Transportation/Fleet Safety/Maintenance/ 3PL Project Leader*** Responsibilities include safety and maintenance project process development and presentation of specific solutions for asset based fleets and logistics organizations requiring P&L, operations, safety and fleet maintenance improvements. Restructuring, process and planning, talent evaluation and new divisions start up. Operations efficiencies development, asset utilization, financial evaluation to identify and implement KPI improvement action plans in Brokerage and multi-tier Logistics offerings.

***SHORT TERM ASSIGNMENTS:   ATLANTA, HOUSTON & CINCINNATI***

Responsible for P&L of three logistics divisions including heavy haul, super heavy haul, bulk, tanker, and van operations. Contract implementation and strategic planning of asset utilization while monitoring and affecting P&L through operations, safety and maintenance improvement, planning and daily adjustments for government, bulk mining logistics, market identification and planning, construction equipment and industrial customers. Evaluation and development of fleet specific solutions. ***Recent contract of \$159 million through 2011, Diminished A/R by 47% in 2 months.***

**CEO, CFO, Director of Logistics/Distribution Alliance, Ohio 1984-2004 BMT**

Full P&L responsibility for start-up transporter, and brokerage of heavy and oversized construction and industrial equipment in truckload, logistics, 3PL and LTL operations across the United States. Grew company from startup to \$15 million second-year revenues, to \$165 million in annual revenues by 2001. Total P&L responsibility of \$250 million including logistics operation-1250 tractors, and 2500 trailers.

**CEO, COO, EVP Maintenance Alliance, OH 1984-2004 BMT**

Led start-up and ongoing growth of service company repairing, marketing, selling, and renting heavy construction equipment, cranes and trucks on an international scale; generated \$75 million first-year revenues; grew to \$150 million in second year.

**National Sales and Marketing Manager Alliance, OH Morgan Engineering**

Manufacturer of capital equipment including heavy and specialized overhead traveling cranes. Responsible for international marketing, logistics, developing dealer networks and contract risk management. Managed major accounts including the United States Government. *Detailed proposal presentations leading to \$11 million sales growth in a two-year period.*

**EDUCATION**

MBA, B.S. Mathematics & B.A., German