

**L. JAMES BUCHANAN**

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**PRESIDENT ~ CEO ~ EVP ~ CHIEF OPERATING OFFICER**  
*Strategic Planning... Turnaround... Operational Excellence... P&L Management*

Accomplished hands on senior level executive with \$215 Million P&L responsibility along with successful strategic, financial and tactical leadership within the logistics, capital equipment and trucking industries. Visionary and high energy with a positive attitude and commitment to results. Current expertise in leading organizational change to achieve 15% increase in retained earnings. Entrepreneurial leadership style with highly effective planning, organizational, and mentoring skills as well as a solutions-oriented approach to problem-solving. Demonstrated ability to instill a common vision and develop a dynamic team for M&A initiatives leading to increased asset utilization. Former CEO of successful specialized and heavy haul fleet, as well as leading a capital equipment organization.

**CORE COMPETENCIES**

Profit & Loss Management  
Sales & Marketing Development  
Fleet Safety & Compliance

Maintenance Process Optimization  
3PL & Dedicated Logistics  
Fleet Maintenance

Technician training  
Contract Negotiation  
Asset Utilization

**SELECTED CAREER HIGHLIGHTS**

Operational leadership roles including \$215 million P&L management and strategic planning for a startup company with managed international assets in a multi-location organization.

Guided initiatives involving process improvement, staff development and operational efficiency.

Developed and Structured system design and project implementation for North American market reducing costs by 16%, improving measured efficiencies by 15%, and enhancing competitive strength.

Successfully led turnaround of three international companies.

Planned, developed and led three M&A in 2009

**CAREER PATH**

Buchanan Trucking Consultants, President .....4/2006-Present  
*Transportation fleet safety & maintenance consulting for ownership & C level executives restructuring and reorganizing companies for increased profitability and growth & providing solutions for turnaround and acquisition. .*

Short term positions assumed in Georgia, Texas, North Dakota and Ohio for restructuring and planning new division implementation: COO, EVP, & VP position responsibility.

CBSR, Traverse City, MI, Director of Commercial Investment Operations.....1/2004-4/2006  
*Proforma, commercial real estate and business valuation for clientele requesting investment quality acquisitions. Research, sales, marketing and negotiating acquisition of target businesses and select real estate providing passive income, and 1031 exchanges.*

BMT Alliance, OH CEO.....2/1983-10/2003  
*Privately held logistics, transportation, and capital equipment organization providing heavy haul, flatbed, RGN, dedicated, contract trucking & 3PL. Truck & Equipment repair, sales and distribution. Start-up initiative leading to the sale of a profitable and successful international \$215Million organization.*

Positions held in a 20 year period in the same organization:

CEO, CFO, COO, EVP Sales & Marketing, VP Maintenance, Director of Operations, VP Safety & Compliance, Technical Trainer

**EDUCATION**

BS Mathematics, BA German, MBA Management

**SELECT LEADERSHIP ACHIEVEMENTS**

Current seminar presenter for Leadership Development in Fortune 100 companies.  
Currently a published author in trade publications and program presenter for NTTCC  
Recently Decreased debt to income ratio by 17% in a challenged company.  
Recently closed a \$48 million service contract with a capital project provider.  
Recently led an acquisition purchase for a Logistics provider.  
Changed the debt structure of a company that allowed the eventual move to profitability.  
Restructured asset utilization by a cost analysis that provided an increase to 8% profit, from a 6% deficit in a \$50Million organization.

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