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Published: 9/8/2011 - Updated: 4 days ago

## Mexico shipments fuel Bolt's rise

### Toledo logistics firm nearly triples sales

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Bolt Express dispatcher Shane Donnelly is a local hire at the Toledo-based logistics company that was founded in 2001. It reported sales of about \$35 million last year, up from \$12 million in 2007, a jump that landed Bolt Express on this year's Inc. magazine's list of the 5,000 fastest-growing companies in the nation. - *THE BLADE/LORI KING*

A focus on international trade is driving substantial sales growth for **Bolt Express**, a Toledo logistics and transportation company.

The firm provides trucking, air freight, and expedited shipping services for clients in various industries, including the automotive, retail, and commodities sectors.

Guy Sanderson, the company's chief operating officer, said Bolt has focused on transporting goods in and out of Mexico, helping the company to nearly triple its revenue in the last few years.

"Years ago, we recognized that there was an increase in manufacturing sites being moved down to Mexico, and we've been able to take advantage of that," Mr. Sanderson said.

Bolt Express was founded in 2001 by owner Elizabeth Bauman and President Ben Bauman, who are both chief executives of the company. The company reported sales of about \$35 million last year, up from \$12 million in 2007.

That notable jump in revenue landed Bolt Express on this year's Inc. magazine's list of the 5,000 fastest-growing companies in the nation. Mr. Sanderson said Bolt expects to reach about \$50 million in sales this year.

growth has prompted recent expansions. In 2008, the firm doubled the size of its headquarters to 25,000 square feet, and it bought a neighboring 10,000-square-foot building this year that is being attached to Bolt's offices.

The new wing will include a business and training center that can be used by more than 250 independent truck drivers who work for Bolt.



Bolt Express provides trucking, air freight, and expedited shipping for clients in several industries. It has about 85 employees. - *THE BLADE/LORI KING*

The company has about 85 employees, including a dozen workers at a Laredo, Texas, office opened in 2009. Mr. Sanderson said the new office has helped the company with its growing business south of the border.

Steve Norman of the Expedite Alliance of North America, a transportation trade group in Philadelphia, said companies that do international transportation are "forward thinking."

"There's a significant investment in capital to get involved, not to mention education and knowledge to manage that whole process," said Mr. Norman, vice president of the association and director of client services for **Universal Traffic Service Inc.** in Grand Rapids, Mich. Universal Traffic is a client of Bolt Express, and Bolt is a member of the Expedite Alliance.

Mr. Sanderson said Bolt Express plans to continue a strategy of controlled growth over the next few years.

"We're trying not to conquer the world all at once," he said.

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