



Canadian logistics company leverages border with Buffalo Niagara expansion



PROJECT OVERVIEW

Prompt Logistics is a Canadian-headquartered family logistics business with additional operations in New Jersey, focused on freight brokerage and logistics services. The company employs between 15 and 20 employees between those locations. In 2017 Prompt Logistics began to explore the opportunity to establish a third-party warehouse operation in the U.S. in addition to its New Jersey operations. Buffalo Niagara was very appealing for this operation because of its location near the U.S.-Canadian border, as this third-party warehouse would ideally offer brokerage services as well.

PROJECT SOLUTION

Prompt Logistics reached out to Invest Buffalo Niagara (InBN) as they started looking into real estate options in the area and wanted to learn more about the region, its local workforce, and any available resources. InBN coordinated meetings regarding local HR services and facilitated introductions to both workforce and workforce recruitment contacts as well as local incentive programs. After their preferred building location fell through, InBN helped identify additional real estate options to fit their needs and organized tours of these facilities. In Spring 2019, the company moved forward with the purchase of a 35,000 sq. ft. building in Amherst, NY, located about 20 minutes from the Peace Bridge, for their warehousing operation. They expected to hire 34 employees and invest over \$1M into the facility over five years.

As of today, Prompt Logistics is operating as Bronco Distribution in Buffalo Niagara and is providing full third-party warehouse services to companies from both the U.S. and Canada. Their services include storage, pick and pack, customs clearance, shipping, and reverse logistics services. The warehouse officially opened in August 2019 and currently has seven employees that oversee shipping services for several companies, including food companies. The company's operations manager, Joseph, felt prepared for the expansion process, especially because of the guidance InBN provided. He and his staff are happy to assist other Canadian (and local) companies as they grow their market share on this side of the border and need warehousing services in the U.S.

PROJECT TYPE:

Logistics/Distribution

JOBS: 34

INVESTMENT: \$1,130,000