

Taking the Worries out of Freight Transport



“The SBDC is a wonderful asset to new companies that are just starting up!”

- Lisa Cole

Lisa Cole & Ray Cole
LBK Transport, Inc.
1514 Bloom Avenue
Chambersburg, PA 17201
Franklin

Industry: Service

Year Founded: 2009

SBDC Assistance: Start-Up, Business Plan, Financing

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For small business owners, dealing with freight carriers can be a complex, time-intensive, and costly process. LBK Transport, an international and domestic shipping company, opened in October 2009 on the premise that its services would allow clientele to avoid the hassle and pitfalls of logistics and transport. The expertise of LBK Transport’s experienced staff provides its customers with their desired end result, while eliminating the headaches and reducing the risks of freight transport.

For example, if one of their clients has a shipment they need to move, they can contact LBK Transport, who will ensure the task is completed, leaving no loose ends. In a sense, they act as a “freight broker,” contacting the right companies to move the shipment as desired. Some of LBK Transport’s typical tasks include contacting trucking companies, lining up ocean vessels, processing paper work, and dealing with US customs for both imports and exports. LBK Transport’s goal is to provide clientele with a clear understanding of what happens to their product from the time it leaves their facility until it reaches the final destination.

Lisa Cole, and her father, Ray Cole, conceived LBK Transport with customers’ needs in mind. “We were working for another company and we wanted to go out on our own, do the same thing they were doing, but be more customer oriented,” said Lisa. Lisa and Ray knew when it came to writing their business plan that they, like their prospective clientele, could benefit from the services of someone with experience.

Following the advice of their accountant, they contacted the Shippensburg University Small Business Development Center (SBDC). They began working with SBDC consultant Cheryl Young, who helped them research, write and revise a business plan they could present to banks in order to obtain necessary financing. “She was a great help, she guided us the whole way through the process step by step. We had no idea how to do some of the stuff,” Lisa commented.

Since October, the company has experienced continuous growth, “We’ve gotten pretty big, pretty quickly. We’ve hired four people since opening, some additional drivers, and with the economy, we are still doing a lot of international inbound imports and quite a few drive away units,” said Lisa. Speaking very highly of the SBDC, Lisa explained that she has recommended, and will continue to recommend the center to those looking to pursue opening a new business. “The SBDC is a wonderful asset to new companies that are just starting up!”