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Giltner staying the course while also branching out into new business

By

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For more than 30 years, Giltner Inc. has been providing the highest level of service to customers seeking efficient transportation and logistics solutions. And throughout that time, the Jerome, ID-based company has continually looked to improve its operations while staying true to its mantra of being “The Better Move.”

So when the opportunity arose last year to expand its offerings via the acquisition of an agriculture company, it jumped at the chance and created a new division called Giltner Agricultural Solutions, better known as Giltner Ag.

Giltner has been focused on working with local farmers in Idaho to help move their potatoes from their cellars to processing plants and cold storage facilities. But an interesting opportunity arose when the company found itself in the hay business as well.



Dan Hawkins and Francis Hamm

promoted

Giltner Ag at the recent Twin Falls County Fair and Rodeo, where Giltner was the main sponsor.

“Hay is one of the rotation crops potato farmers use, and since there are a lot of potatoes in Idaho, there is also a lot of hay,” said Dan Hawkins, vice president of corporate business development. “So we have gotten into the hay business and that has enabled us to branch out into something new that we can offer to our customers.”

Hawkins said that though Giltner Ag is a new venture, it has already become a strong community partner helping our customers get their product to market. The focus is to provide hay to dairy farms and other businesses that involve livestock, both domestically and internationally, thanks to the Giltner International division.

“It’s basically a start-up for us and it took some adjustment, as we had to learn a new business,” said Hawkins. “Who knew there were so many different types and quality levels of hay? But now that it is starting to gain some traction, we want to get the word out to our Idaho farmers that we are

offering this service.”

But transportation is still the main focus of Giltner’s business, and in June it welcomed Francis Hamm to its team as corporate director of sales to help support its efforts.

“He’s been in the industry a long time and is a great addition to our team,” Hawkins said of Hamm. “We’re very pleased to have him on board.”

Hamm, who has held management positions with transportation providers for more than 30 years, brings with him a philosophy that mirrors that of Giltner’s, which is always providing a high level of service at a fair price.

“This summer, rates have been all over the place, fluctuating daily,” said Hamm. “That’s why it’s so important to have a solid customer network like we do at Giltner. Customers know that they can trust us to honor our commitments on rates. We do not gouge them on price if the market gets tight.”

Hawkins agreed, saying that this kind of relationship with customers is what keeps them coming back to Giltner year after year.

“We have a great reputation in the industry, and we work hard every day to maintain that,” said Hawkins. “At Giltner, we always strive to be ‘The Better Move.’”

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