

Available for Acquisition Client #211901

Asset-Based LTL Transportation Carrier

ACT Capital is pleased to offer for acquisition a highly profitable, asset-integrated, all-inclusive carrier specializing in specialty products, including furniture. It offers a wide variety of services, including in-home final mile deliveries, full truckload, LTL services, and international delivery. The Company's core competencies are white glove services, B2B services, warehousing, and truckload services. It offers nationwide coverage, with terminals and final mile hubs spanning across the U.S. The Company offers a modern fleet of 50 trucks and 168 trailers, with 96 total Power Units, including owner operators.

Investment Highlights

- **Unique Model.** The Company has a unique model that enables it to flex up and down with demand and supports steady transit even in peak season. The Company has a combination of owner operators, company drivers, extensive agent network, and 3PL capabilities.
- **Dedicated Customer Carrier.** The Company's dedicated operation is white glove in-home delivery. The Company works out of their clients' facilities and manages drivers and all deliveries in specific regions. Currently there are five regions, and the Company operates daily routes for specific clients, allowing for on-time deliveries and a loyal client base.
- **E-Fulfillment Capability.** The Company has quickly become the go-to, all-inclusive provider of white glove in-home services for many of the biggest names in online fulfillment.
- **Long-Term, Blue-Chip Clients.** The Company has a diverse set of high-quality clients that have been with the Company for decades, with a variety of blue-chip clients that have been the catalyst to E-Fulfillment services. Its' clients include leading furniture manufacturers, large online retailers, and top home good distributors.
- **Best-in-Class Safety Record.** The Company prides itself on its safety-first culture. All drivers are provided with robust onboarding and ongoing training. The Company complies with all DOT and FMCSA requirements and boasts a 'Satisfactory' Inspection Selection System (ISS) rating.

Company Snapshot



50 Trucks



168 Trailers

\$6.4M

Asset Value



226 Employees



103 Drivers Including
Owner Operators

28%

Average Revenue Growth achieved in years 2020 – 2021.

40%

Average Gross Profit Margin achieved in years 2020 – 2021.

20%

Estimated Revenue Growth in 2022, based on historical performance.



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Summary Financial Information

	2019	2020	2021	2022E
Sales	\$31,772,706	\$40,002,347	\$51,806,175	\$62,167,410
Gross Profit	\$13,344,823	\$15,332,628	\$22,190,510	\$26,628,612
EBITDA (adj.)	\$1,969,106	\$3,737,228	\$5,297,727	\$6,725,965

Contact Information

For more information, please contact:
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Interested parties should execute the attached Non-Disclosure Agreement (NDA) and return to ACT Capital Advisors with a written request to receive the Confidential Information Memorandum (CIM).

NDAs and CIM requests should be submitted to:



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