



Available for Acquisition: #17301

Refrigerated Freight Transportation Company

Company Overview

ACT Capital Advisors is pleased to offer an asset-based Refrigerated Freight Transportation Company for acquisition. With locations throughout the Pacific Northwest, the Company has been a trusted transportation partner to Food, Beverage, Grocery, and Lumber companies operating across the region since 1922. The Company's reputation for integrity and service has allowed it to forge meaningful, long-term relationships with both customers and employees, resulting in contracted, cycle-resistant revenue streams that have proven stable over time. In FY2022, the Company generated \$18.0MM in Revenue and \$3.1MM in Adj. EBITDA.

Investment Highlights

- **Dedicated, On-Time, No-Touch Delivery Specialist:** The Company's core competency is dedicated full-truckload, no-touch shipments of perishable freight. Purpose-built to optimize value for large-volume shippers, the Company's fleet offers a 6,000-to-8,000-pound advantage per load, which creates significant cost savings for customers and pricing advantages for the Company.
- **Well-Maintained Refrigerated Fleet:** The Company's fleet consists of 49 Freightliner trucks (34 owned and 15 leased) and 115 trailers (85 owned, 14 financed, and 18 leased). The trailers are 53' refrigerated trailers with ThermoKing and some Carrier units.
- **Stable, Cycle-Resistant Customer Base:** The Company's customers are substantially all retail or commercial Food, Beverage, and Grocery companies. Since they are fundamental in nature, the Company is well-insulated from prevailing economic conditions and has demonstrated strong volume retention through every economic downturn this century.
- **Strong Company Culture & Employee Retention:** In business since 1922, the Company is an established brand with proven processes and institutional knowledge honed over more than a century. The Company's disciplined approach to both employee recruitment, retention, and training has resulted in a dedicated, stable employee base that is loyal to the Company. Management is proud to offer a stable work environment with consistent scheduling and a "home daily" policy for its drivers. The Company's average driver tenure is over 6.5 years and several employees have been with the Company for more than 20 years.
- **Long-Term Customer Relationships:** The Company has a demonstrated ability to service and retain customers over time, evidenced by multi-decade relationships with its primary customers. The Company's largest account has been a customer for more than 25 years and has recently renewed – and expanded – its service contract through 2024. The Company has been a trusted transportation partner to refrigerated shippers in the Northwest for over a century and has developed a strong reputation for integrity and reliability. Several customers have worked with the Company for over 40 years.

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Investment Highlights Continued:

- **Favorable A/R Collection Terms:** The Company has favorable revenue collection terms with its primary customers. Over 85% of the Company's revenue is collected on 1-day payment terms once invoices have been accepted and processed. This results in a strong cash position and significant operating flexibility.
- **Growth Opportunities with Limited Capital Investment:** The Company is well-positioned to capitalize on near-term opportunities to generate incremental revenue with minimal capital expenditure. These opportunities include increasing backhaul revenue per mile and repositioning certain routes as expedited service offerings, which would result in enhanced pricing power.

Summary Financial Information (Historical & Pro-Forma)

FYE 12/31	2020	2021	2022	2023E
Revenue	\$13.1MM	\$16.1MM	\$18.0MM	\$19.9MM
Gross Profit Margin	\$10.3MM 79.1%	\$13.2MM 82.0%	\$14.0MM 77.6%	\$15.9MM 79.8%
EBITDA Margin	\$2.9MM 21.9%	\$3.3MM 20.7%	\$3.1MM 17.4%	\$3.7MM 18.7%

Contact Information & Next Steps

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").

NDA's and CIM requests should be submitted to Michael Seeley, ACT Vice President.

Email: mseeley@actcapitaladvisors.com

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