



# Trucking and Logistics Company #17301

ACT Capital Advisors is pleased to offer a leading transportation and logistics company for acquisition. The Company’s core business is refrigerated trucking services in the Northwest United States.

## Investment Highlights

**Highly Profitable:** At 19%+ EBITDA, the Company’s operating profits are favorable when compared to other small trucking companies offering refrigeration.

**Customer “Stickiness”:** Over time the Company has become fully integrated into its customers’ operations and systems. 80% of their customers have been with the Company for more than 10 years, some longer than 30 years. 90% of all revenue generated is from existing clients. Major Customers under long-term contract.

**Growth Opportunities with Low Capital Investment:** Growth will result by leveraging the current routes and infrastructure to satisfy the ever-increasing demand for time sensitive deliveries, and, of course, increasing back-haul percentage.

**New National Customers with Significant Growth Potential:** The Company has contracted with two new national brands, adding \$500,000 to annual revenue with significant expansion potential.

**Low Seasonality:** The nature of its customers’ businesses results in consistent daily routes regardless of the time of year.

**Resistant to Economic Downturn:** The Food Industry is usually resistant to economic downturn as food is a staple of life.

**Premium Service:** Recognized as the “best in class” carrier with unparalleled customer service and support. The company has developed a culture of service earning a reputation for “being easy to work with.”

**Award Winning: Trusted Carrier in their State.**  
Only the safest carriers receive this coveted title.

**Employment Stability:** Routes by nature are consistent schedules, enabling most drivers to be home daily making the Company a preferred employer in the transportation industry. This is significant given the current and forecasted driver’s shortage. Over 20% of employees have a tenure of 10+ years.

**Turnkey Operations:** The Company is well established with a strong management team and the right employees to fill the various responsibilities of daily operations.

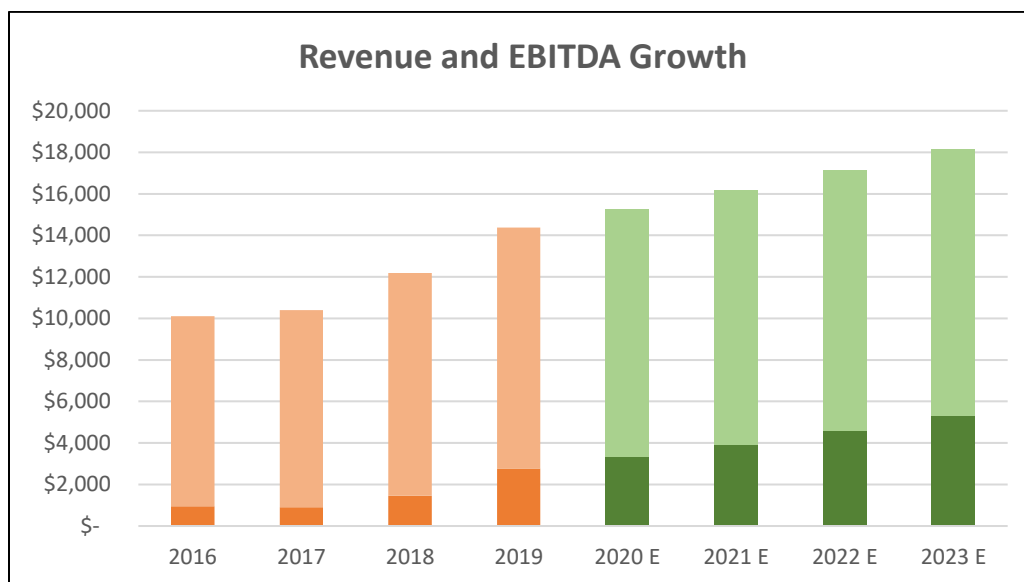
## Equipment Highlights

Quantity	Type	Size
52	Tractor	
5	Reefer	48'
86	Reefer	53'
7	Dry Van	53'

## Financial Highlights

Consolidated Income Statements, Adjusted (dollars in thousands)								
	2016	%	2017	%	2018	%	2019	%
Revenue	\$ 10,113		\$ 10,403		\$ 12,188		\$ 14,382	
Gross Profit	\$ 6,934	68.6%	\$ 6,947	66.8%	\$ 8,065	66.2%	\$ 10,434	72.5%
EBITDA	\$ 948	9.4%	\$ 906	8.7%	\$ 1,464	12.0%	\$ 2,774	19.3%

Future Projections (dollars in thousands)								
	2020 E	%	2021 E	%	2022 E	%	2023 E	%
Revenue	\$ 15,245		\$ 16,160		\$ 17,129		\$ 18,157	
Gross Profit	\$ 11,060	72.5%	\$ 11,724	72.5%	\$ 12,427	72.5%	\$ 13,173	72.5%
EBITDA	\$ 3,311	21.7%	\$ 3,907	24.2%	\$ 4,569	26.7%	\$ 5,305	29.2%



### Contact Information

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 Joey Ravner, ACT Associate:**

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