



ACT
CAPITAL
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**White-Glove LTL, Truckload,
and Specialized Freight Carrier**

ACT Client #212004

Available for Acquisition

Company Overview

ACT Capital Advisors is pleased to offer a White-Glove LTL and Truckload Freight Carrier for acquisition. In business for nearly 30 years and headquartered in the Western United States, the Company has established a sterling reputation as a premium carrier for shippers of Fine Furnishings, Commercial Fixtures, General Dry Freight, and Specialized Freight such as electronics and medical equipment. **The Company is organized as two separate entities, with independent fiscal years ending 12/31 and 3/31.**

Investment Highlights

White Glove LTL Freight Carrier: The Company is a specialized LTL carrier servicing the continental United States and most Canadian provinces. The Company's core focus from a freight perspective are high-end, specialty care goods such as fine furniture, commercial fixtures, electronics, and medical equipment.

Rare 40,000 SQF Cross-Docking Facility: The Company operates out of a 40,000 square-foot cross-docking facilitating efficient aggregation and disaggregation of freight and reducing handling requirements.

Well-Maintained, High-End Fleet: The Company's fleet is comprised of 41 trucks (8 owned, 33 leased from Owners) and 123 trailers (45 owned, 78 leased from Owners), with an estimated fair market value of \$8.7MM. All of the Company's trucks are equipped with top-of-the-line driver safety equipment and regularly maintained according to a rigorous service schedule. All trailers facilitate decking and tie-downs to ensure cargo is delivered damage-free.

New Trailer Assets: Since November 2020, the Company acquired 45 new trailers to ensure access to fleet capacity in the face of rising equipment costs and scarcity. By owning its own assets and increasing capacity, the Company is able to deliver a higher level of service while increasing both profitability. Between FY2020 and FY2021 – the Company's gross margin increased from 17.3% to 31.8%.

Loyal, Tenured Employees: The Company prides itself on its employee retention. Of the Company's 37 full-time employees, 12 have been with the Company for more than 15 years, and 22 longer than five years. The Company's average employee tenure is eight years.

Premium Reputation & Client Retention: The Company's rigorous service standards and track record of on-time, damage-free deliveries has contributed to its premium reputation – particularly in the furnishings and fixtures industry. The Company has never invested in sales and marketing, instead relying primarily on repeat business and word-of-mouth referrals.

Scalable, Best-in-Class I.T. Support: The Company uses Trimble's TruckMate Transportation Management System, which is considered to be industry leading thanks to its prodigious functionality and scalability to service clients of any size. The Company also contracts with an outside managed I.T. services company to ensure consistency and quality across its systems.

Near-Term Growth & Diversification Opportunities: The Company is well-positioned to quickly grow its Furniture & Fixtures business through additional access to capacity (created by its acquisition of 41 new trailer assets in 2021). The Company has historically had to turn down new business opportunities due to capacity constraints and is now better positioned to capture those opportunities based on its recent fleet additions. Management also sees expansion of its Home Delivery service as a "low-hanging" growth opportunity that would require minimal reinvestment.

Client Sample



Financial Information (Historical & Pro-Forma)

FYE 3/31	2020	2021	2022	2023E	2024E
Revenue	\$12.9MM	\$14.0MM	\$18.8MM	\$22.8MM	\$25.2MM
Gross Profit <i>Margin</i>	\$2.3MM 17.7%	\$2.4MM 17.3%	\$6.0MM 31.8%	\$5.8MM 25.5%	\$6.5MM 25.7%
Adj. EBITDA <i>Margin</i>	\$0.5MM 3.5%	\$1.1MM 8.1%	\$3.5MM 18.4%	\$3.2MM 14.0%	\$3.6MM 14.3%

FYE 12/31	2019	2020	2021	2022E	2023E
Revenue	\$4.5MM	\$4.2MM	\$4.9MM	\$4.5MM	\$4.7MM
Gross Profit <i>Margin</i>	\$0.6MM 13.7%	\$0.6MM 13.6%	\$1.2MM 24.4%	\$1.1MM 24.2%	\$1.2MM 24.4%
Adj. EBITDA <i>Margin</i>	\$0.2MM 3.8%	\$0.2MM 5.8%	\$0.6MM 11.6%	\$0.6MM 12.3%	\$0.6MM 12.5%

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.

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