



**ACT**  
CAPITAL  
ADVISORS

## **Warehousing, Distribution, and Packaging 3PL Company**

**ACT Client #221001**

**Available for Acquisition**

## Company Overview

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ACT Capital Advisors is pleased to offer a diversified third-party warehousing, distribution, and packaging logistics company for acquisition. Founded in 1987 and headquartered in Houston, Texas, the Company has a well-earned reputation as a critical logistics partner to customers across several primary end-markets. The Company's third-party warehousing & distribution operation is purpose-built to serve customers in the Building Products space with specialized storage and handling requirements. The Company's packaging and labelling division primarily works with Food & Beverage customers.

**Transaction Overview:** The Seller is approaching retirement and desires a full sale of the Company's equity and/or assets.

## Investment Highlights

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**Strategically Located Warehousing Capacity:** The Company's warehouses are located in Southwest/Central region of the United States, in a prime area between the Port of Houston and the greater Houston area. The Company's warehouses provide 23 acres of indoor and outdoor storage and are equipped with state-of-the-art security, fire, and surveillance systems. The warehouses have 267,343 sq. ft. of capacity and have historically run at or above a 90% utilization rate.

**Robust Stock & Custom Corrugated Packaging Offerings:** The Company's packaging division specializes in wax-treated corrugated solutions. These products are valued by meat, poultry, and seafood customers for their enhanced structural integrity and water-resistant qualities. In addition to unbranded stock options, the Company also offers custom design and printing services.

**Established Processes & Proven Management Team:** The Company has a well-developed management team that has been intentionally built over the past several years to take over significant day-to-day responsibilities from the owner. The owner has taken deliberate steps over the past 18-24 months to hire and train key employees whose expertise and leadership skills will be critical to a successful ownership transition.

**Flexibility to Expand to Surrounding Real Estate Parcels:** The owner of the adjacent real estate parcel to the Company's primary facility has approached the Company regarding purchasing the adjacent land. With an estimated investment of \$13 million, the Company would be able to add over 300,000 sq. ft. of warehouse capacity and 11 acres of outdoor storage. At 75% capacity, this expansion would generate an estimated \$8.0 million of incremental annual revenue.

**State of the Art Warehouse Management Platform:** The Company has historically used Fishbowl Inventory's Warehouse Management Software (WMS) platform but is in the process of transitioning to a new system. The new system is expected to be fully operational by Q4 2023 and has an intuitive interface and robust integration capabilities. This change will allow for easier adoption, increased accuracy, improved service levels, and peace of mind for clients.

**Pre-Market Quality of Earnings:** In the interest of a smooth due diligence process, the Seller has elected to perform a pre-market Quality of Earnings analysis.

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### Client Sample



### Financial Information (Historical & Pro-Forma)

FYE 12/31	2020	2021	2022	2023E	2024E	2025E
Revenue	\$9.0MM	\$10.3MM	\$15.7MM	\$18.1MM	\$19.9MM	\$21.3MM
Gross Profit Margin	\$4.2MM 46.4%	\$4.6MM 44.8%	\$6.3MM 40.1%	\$7.7MM 42.4%	\$8.5MM 42.9%	\$9.2MM 43.1%
Adj. EBITDA Margin	\$0.5MM 6.0%	\$1.2MM 11.3%	\$1.2MM 7.4%	\$1.2MM 6.9%	\$1.5MM 7.6%	\$1.7MM 7.9%

### 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](mailto:mseeley@actcapitaladvisors.com)

Direct: 425.403.2605