



ACT

CAPITAL

A D V I S O R S

**Asset-Based FTL Transportation
Company w/ In-House Freight
Brokerage**

ACT Client #221801

Available for Acquisition

Company Overview

ACT Capital Advisors is pleased to offer an Asset-Based FTL Transportation Company for acquisition. The Company operates a fleet of over 221 trucks and 1,127 trailers and has also developed an in-house freight brokerage division. There are three real estate properties - held separately - available to acquire with the business. The Company is headquartered in the Western United States and primarily runs lanes between California and Arizona. The Company's brokerage division offers nationwide LTL, FTL, and Temperature-Controlled brokerage services, in addition to trailer leasing.

Investment Highlights

Dedicated Contract Freight Carrier: The Company is a premium provider of dedicated full truckload (FTL) transportation services. FTL shipping refers to a dedicated shipment from a single shipper to a single location. Eliminating multiple stops along the route increases security, speed, and efficiency – particularly for large-volume or irregularly sized shipments.

In-House Freight Brokerage: The Company has an in-house, asset-light freight brokerage division that generates over \$20.0MM in annual revenue on a standalone basis. The Company offers FTL, LTL, Air, Intermodal, Ocean, Flatbed, and Temperature-Controlled brokerage services, and trailer leasing.

Unbilled Freight Revenue: The Company's Brokerage division at all times has Unbilled Revenues between approximately \$0.8MM and \$1.2MM, with an approximate EBITDA margin of 15.0%. Unbilled revenues are tracked weekly and are not reflected anywhere in the Company's historical financial statements.

Modern, Well-Maintained Fleet: The Company owns and operates a fleet of over 221 trucks and 1,127 trailers, with an estimated market value of \$75.0MM. All trucks and trailers are regularly serviced either in house or by third-party dealers. The Company uses Trimble TMT Shop Software to track all purchase, service, and repair orders related to fleet maintenance.

Durable Client Base: The Company's clients are Fortune 500 leaders in their respective categories, such as Costco, PepsiCo, Macy's, and Home Depot. Clients are typically under one-year contracts, with pricing established and locked in up front. The Company's top 5 clients have been clients for 15 years.

Deep, Loyal Driver Network: The Company employs 205 drivers and 6 owner/operators. The Company emphasizes driver recruitment and retention, offering generous sign on bonuses and weekly driver pay.

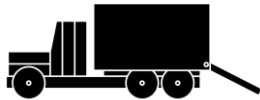
Best-in-Class Safety Record: The Company prides itself on its safety-first culture. All drivers are provided with robust onboarding and ongoing training. All vehicles are outfitted with front-facing and driver-facing cameras. The Company complies with all DOT and FMCSA requirements and boasts an Inspection Selection System (ISS) score of 72.

Real Estate Available: The Company's owners, through separate LLCs, own four properties that are currently leased to the Company with an estimated market value exceeding \$80.0MM. All four properties are located in the Western United States. Ownership is open to selling three of the four the properties in a related transaction, or executing a long-term lease agreement with the Buyer, if desired.

Company Snapshot



221
Tractors



1,127
Trailers



269
Employees



19.6%
EBITDA
CAGR (T3Y)

Client Sample



Financial Information (Historical & Pro-Forma)

FYE 12/31	2019	2020	2021	2022E	2023E	2024E
Revenue	\$70.7MM	\$72.9MM	\$78.0MM	\$83.5MM	\$88.9MM	\$99.4MM
Gross Profit <i>Margin</i>	\$42.6MM 60.3%	\$44.5MM 61.0%	\$47.2MM 60.4%	\$50.6MM 60.6%	\$53.7MM 60.4%	\$59.8MM 60.1%
Adj. EBITDA <i>Margin</i>	\$9.6MM 13.6%	\$13.0MM 17.8%	\$16.5MM 21.1%	\$16.9MM 20.3%	\$18.2MM 20.5%	\$19.5MM 20.7%

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”).

Executed NDAs and CIM requests should be submitted to Michael Seeley, ACT Vice President.

Email: mseeley@actcapitaladvisors.com

Direct: 206.486.3407