



ACT
CAPITAL
ADVISORS

Industrial Parts Warehousing & Distribution 3PL Company

ACT Client #221806

Available for Acquisition

Company Overview

ACT Capital Advisors is pleased to offer an Industrial Parts Warehousing & Distribution 3PL Company for acquisition. Headquartered in the Pacific Northwest, the Company has been a critical logistics partner to some of the region’s most prominent industrial manufacturers for nearly a century. The Seller has operated the business for over 30 years and is approaching retirement. Since he does not have a clear succession plan, the Seller is seeking a complete sale of the Company following a 12–24-month transition period.

Investment Highlights

Multi-Generational Business with Premium Reputation: Established in 1933, the Company has been serving clients in the Pacific Northwest for almost 90 years. Family-owned and -operated across three generations, the Company has a long-standing reputation for combining consistent, reliable service with the flexibility to meet demanding customer requirements. The Company serves as a “midstream” service provider, typically receiving and managing inventory shipped from vendors for later use in a nearby just-in-time manufacturing operation.

Sticky, Efficient Route Optimization: The Company primarily provides localized “milk run” route services for its industrial clients. These routes involve rigorous planning and coordination amongst vendors but reduce inventory costs while improving lead times and fleet utilization efficiency when executed properly.

Company-Owned Fleet: The Company’s owned fleet is comprised of 56 trucks and 119 trailers. The trucks are exclusively Freightliner tractors dated between 1995 and 2014 with a total stated salvage value of \$1.1MM. Trailers are a combination of liftgates, dry vans, curtain trailers, flatbeds, step decks and lowboys with a total stated value of \$1.0MM.

Purpose-Built Warehousing Footprint in Desirable Area: The Company operates two freight terminals in the Pacific Northwest that provide statewide coverage of its core market. Totalling approximately 200,000 square feet and built for cross-docking, the Company’s warehouses are strategically located near its anchor customer’s manufacturing plants.

Long-term Industrial Customers: The Company has been working with its anchor customer – a multi-billion-dollar industrial manufacturer – for almost 25 years and has become a critical partner in its Pacific Northwest operations. In addition to servicing this customer’s just-in-time supply chain needs, the Company also works with many of its critical suppliers and OEMs.

Strong Driver and Employee Retention: The Company is proud of its demonstrated ability to hire and retain drivers and other critical talent. Management credits the Company’s success to its family-owned, team-oriented culture. The Company’s 45 drivers have an average tenure of 7.2 years, with 12 of them having tenures of greater than 10 years. Average employee tenure across the Company is 8.7 years.

Service Modalities



FTL
Transportation



LTL
Transportation



Interline &
Cross-Docking



Intermodal
Drayage

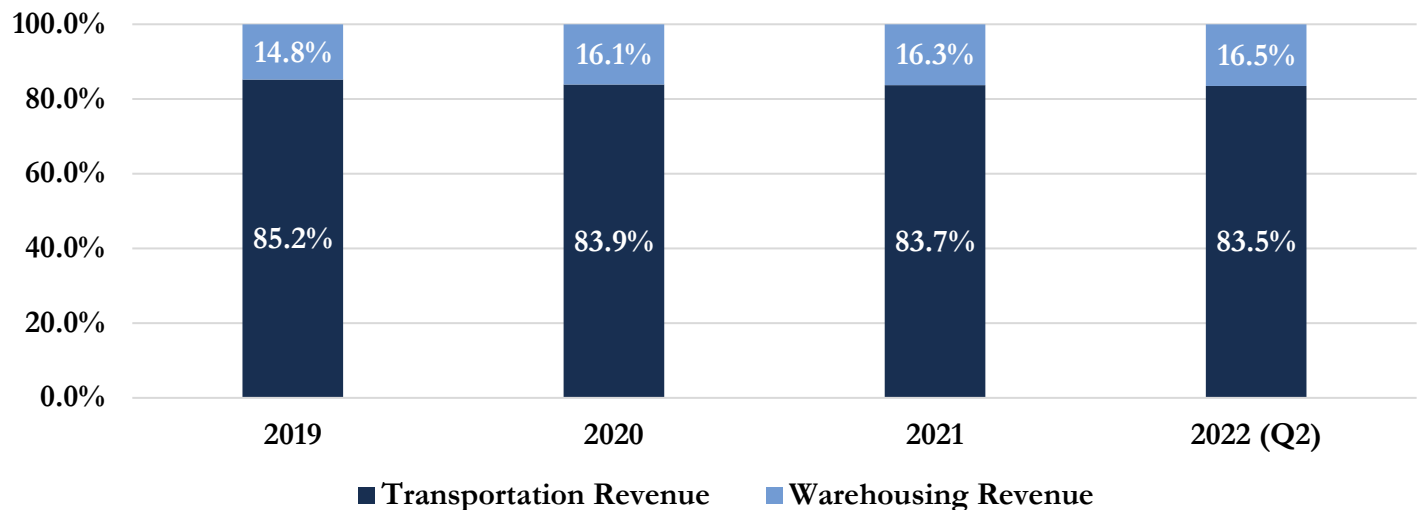


Warehousing
& Distribution

Financial Information (Historical & Pro-Forma)

FYE 12/31	2019	2020	2021	2022 (Q2)	2022E	2023E
Revenue	\$13.2MM	\$9.0MM	\$11.7MM	\$6.9MM	\$13.1MM	\$14.1MM
Gross Profit <i>Margin</i>	\$1.7MM 13.2%	\$0.9MM 10.5%	\$2.3MM 19.9%	\$1.4MM 20.1%	\$2.6MM 20.0%	\$2.8MM 20.0%
Adj. EBITDA <i>Margin</i>	\$0.9MM 6.7%	\$0.2MM 6.1%	\$1.3MM 11.1%	\$0.9MM 13.5%	\$1.5MM 11.7%	\$1.7MM 12.0%

Revenue Mix



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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