

Opportunity

BN000043443 – Refrigerated Freight Transportation Company

Location: Southeast US



The company is a full-service transportation company that specializes in refrigerated land transportation for a wide variety of items, including produce, grocery, and dry freight shipments throughout the United States.

Bids Invited

Key Aspects

- Revenue and adjusted EBITDA grew at compound annual growth rates (CAGRs) of 3.6% and 9.2%, respectively, from 2019 to 2022
- Management notes that 90% of revenue is from repeat clients
- Expert team of drivers operating a fleet of over 20 tractors and trailers
- Long-standing reputation of on-time deliveries and quality customer service

Key Indicators

Period Ending	Revenue Source	Revenue '000	Adj. EBITDA '000
12/31/2019	Internal	\$4,728	\$240
12/31/2020	Internal	\$5,115	\$555
12/31/2021	Internal	\$5,701	\$831
12/31/2022	Internal	\$5,260	\$313

In order that we may obtain our client's permission to release the Information Memorandum, please contact:

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Opportunities

- Expand operations geographically to reach new states and clients
- Establish a strategic marketing campaign to reach new potential clients
- Increase the company's service offerings by providing other specialized freight delivery options
- Bring contract drivers in-house to retain the best drivers as company employees

Headquartered

- Southeast US

Current Markets

- The company provides shipments for freight brokers and directly to commercial clients with routes spanning across the United States, with a focus on the Southeast, Central, and Midwest US.

Real Estate

- The company utilizes a portion of a 3.5-acre plot of land leased from an unrelated third party for parking tractors and trailers.

Shareholder Objectives

- The company is equally owned by two shareholders who seek to financially de-risk and pursue other opportunities.
- The owners are willing to remain for a predetermined period to facilitate a smooth transition to new ownership.

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