

Opportunity

BN000039267 – Final Mile Delivery, Order Fulfillment, and Customer Contact Center Services

Location: Northeast, US



BENCHMARK
INTERNATIONAL

The company provides scalable, turnkey, integrated logistics solutions for its clients, which include large blue-chip ecommerce companies, through final mile delivery, order fulfillment, and customer contact center support. The company works seamlessly across all ecommerce shopping platforms and provides a custom inventory management portal, allowing its clients to store, pack, and ship and/or deliver products directly to their customers.

Bids Invited

Key Aspects

- From 2019 through 2022, revenue and adjusted EBITDA grew at compound annual growth rates (CAGR) of 2.5% and 24.4%, respectively
- The company has been operational for over 22 years
- Final mile delivery and order fulfillment collectively account for 87% of sales
- The company provides services to some of the leading big-box and ecommerce retailers
- Approximately 90% of revenue is generated from repeat customers
- The company operates with three unique business segments, which can be carved out of the deal if necessary

Key Indicators

Period Ending	Revenue Source	Revenue '000	Gross Profit '000	Adj. EBITDA '000
12/31/2019	Internal	\$6,710	\$6,083	\$334
12/31/2020	Internal	\$8,668	\$7,415	\$882
12/31/2021	Internal	\$8,117	\$6,487	\$784
12/31/2022	Internal	\$7,217	\$6,275	\$644

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

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Opportunities

- Ability to increase capacity in all three service divisions with little additional investment
- Add warehouse hubs to service new geographies and customers
- Expand into courier work and related deliveries
- Expand into reverse logistics support for the ecommerce industry
- Strong desire from the company's clients to expand final mile delivery service territory

Headquartered

- Northeast, US

Current Markets

- The company provides services to a wide range of big-box and ecommerce retailers, offering local, regional, national, and international support. For final mile delivery services, the company's customers are primarily located in the Northeast US.

Real Estate

- The company operates from three locations in the Northeast, US. The company's headquarters is a 47,000 sq. ft. facility, which includes warehouse and office space. The other two locations total 43,000 sq. ft. and are used as warehouse terminals and a customer contact center. All facilities are leased from unrelated third parties.

Shareholder Objectives

- The company has two owners (75%/25%). The owners are seeking eventual retirement and believe the company is in a position for a buyer to take advantage of the growth opportunities. The owners are prepared to remain with the company for a transition period of up to five years.

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