

Opportunity

BN000043031 – Full-Service Moving, Packing, & Storage Company

Location: Southeast US



A full-service, award-winning moving and storage company that specializes in local, long-distance, and international relocations for residential clients, as well as specialized office moving and related services for commercial clients. The company has been providing clients with packing, moving, and storage services for several decades and is affiliated with a well-known van line company.

Bids Invited

Key Aspects

- Revenue and adjusted EBITDA grew at compound annual growth rates (CAGRS) of 18.3% and 55.6%, respectively, from 2019 to 2022
- Gross profit margins averaged 33.9% from 2019 to 2022
- Recurring revenue base with several extended commercial contracts, resulting in approximately 50% of revenue per year
- Operating for several decades in Southeast US in household and commercial moving
- Independent agent of a well-known van line enabling nationwide service within a wide network of moving agencies
- Commercial services include project management, furniture, fixtures, & equipment (FF&E), systems furniture installation, decommissioning, full packing & unpacking, technology disconnect & reconnect services, as well as major specialized relocations
- Experienced moving and hauling staff, some with decades of industry experience and several years of tenure with the company

Key Indicators

Period Ending	Revenue Source	Revenue '000	Gross Profit '000	Adj. EBITDA '000
12/31/2019	Internal	\$6,631	\$2,143	\$296
12/31/2020	Internal	\$9,844	\$3,591	\$1,087
12/31/2021	Internal	\$10,510	\$3,515	\$1,055
12/31/2022	Internal	\$10,973	\$3,657	\$1,169

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

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Opportunities

- Focus on expanding into other territories within the van lines system, including the acquisition of other agents, or areas that are not currently represented by the brand to expand market reach, sales opportunities, and maximize efficiencies of scale and hauling opportunities
- Continue to expand the commercial services offered by adding more commercial and office related services such as full project management, technology services, comprehensive furniture installation services, and FF&E warehousing and installation services
- Increase storage revenue by expanding and increasing the company's current storage facilities
- Capitalize on the existing management infrastructure to increase the company's hauling fleet by recruiting more drivers to increase capacity for interstate moves
- Streamline the company's organization with an updated centralized management information system to maximize efficiencies

Headquartered

- Southeast US

Current Markets

- The company primarily services residential and commercial clients that are either relocating to, from, or within its current state of operation. The company also services clients throughout other states and regions across the US.

Real Estate

- The company operates from a combined 79,000 sq. ft. at a primary operating facility and a smaller satellite facility. Management notes that the primary operating facility is not included in the sale of the company, though a long-term lease is currently in place.

Shareholder Objectives

- The company is owned by a single shareholder who is willing to remain with the company to facilitate a smooth transition into new ownership and would consider a longer-term arrangement.

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