

FOR SALE: Freight & Cargo Transport from Ocean Port: Short Haul

Logistics operation focused on Short Haul from port to warehouse!

Financial Overview

List Price: **\$9,825,000**

Gross Sales

2022	2021	2020	2019
\$17,520,358	\$11,539,469	\$9,003,107	\$5,340,040

Cash Flow

2022	2021	2020
\$4,549,085	\$2,600,719	\$1,327,795

- **2-year avg profit margin:** 23%

Valuation: 2-year avg. (21+22) Cash Flow x Multiple =
 Valuation
 \$3,574,902 x 2.75 = \$9,830,980

Business Information

Terminology: Port Drayage: which is the transport of freight from an ocean port to a destination. Also described as transporting goods over short distances (a.k.a. the first mile). This makes up 96% of revenue. Intermodal is only 4%, which is rail, when they use 53 ft. trailers for local pickup and delivery.

Services: Ocean port transportation of freight. The majority of products being handled are housewares and household cleaning products.

Clients: 85% Repeat client base of primarily manufacturers

Personnel: 50+: 1 Operations Manager, 1 Sales Director, 1 Fleet Manager, 1 HR & Recruiting, 3 Accounting, 1 Leasing Manager, 2 Dispatchers, 2 Customer Service Reps, 30 Drivers, Mechanics.

51 Tractor/Trucks: \$3,030,000 including 12 Volvo Tractors, 19 Cascadia Tractors, 19 International Tractors, 1 Van

****Low CapEx due to California ARB Grant Money****

Location: Near the nation's best ports in LA and Long Beach, CA.

Year Established: 2012

Reason for Selling: Strategic Buyer who can handle the growth.

Current Owners' Responsibilities: General oversight, very little client interaction.

Seller Training Period: 3-5 years

Funding Example

Purchase Price: **\$9,825,000**

20% Seller Financing and/ or Equity Roll	\$1,965,000
80% Buyer and Lending	\$7,860,000

Description

The majority of products being transported are housewares and household cleaning products. The hauling of freight from an ocean port to a warehouse, also described as transporting goods over short distances (aka the first mile), or Port Drayage. They boast an incredible 85% repeat client base, which is made up primarily of manufacturers. Due to the staff in place, the owner is part time and has little client interaction and handles general oversight of the team. Their team is made up of 50+ employees, including 1 Operations Manager, 1 Sales Director, 1 Fleet Manager, 1 HR & Recruiting, 3 Accounting, 1 Leasing Manager, 2 Dispatchers, 2 Customer Service Reps, 30 Drivers, and Mechanics. The goal is to find a strategic buyer who can handle the impressive growth the company is seeing. To ensure a successful transition, the owner is willing to stay on board for 3-5 years post-close.

This business has a very low CapEx due to the California ARB grant money! As a show of good faith and vested interest in the business, the owner is open to finance or roll equity of 20% of the purchase price! Priced at **\$9,825,000** this business has a well-established team and chain of command for a new owner to easily step into. This acquisition opportunity also comes with enough stability and a long enough transition period for new ownership to implement different growth opportunities like an active marketing schedule or focused outside sales tactics to expand the current client base via referrals or cold contacts for even further growth.

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Last Revised: BV 4.25.2023

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