

FOR SALE: Port Logistics & Short Haul with Double Digit Growth

Drayage: Transport of freight from ports with 35+ trailers in fleet!

Financial Overview

List Price: **\$7,200,000**

Gross Sales

2022 Ann.	2021	2020	2019
\$22,048,124	\$11,539,469	\$9,003,107	\$5,340,040

Cash Flow

2022 Proj.	2021	2020	2019
\$2,425,293	\$1,166,679	\$1,285,177	\$500,572

- **2 year avg profit margin:** 29%

Valuation: 2 Yr. Avg. Cash Flow x Multiple = Valuation
 \$1,795,986 x 4 = \$7,183,944

Assets Included in Purchase: \$6,683,321

36 Tractor/Trucks: \$3,030,000 including 12 Volvo tractors, 8 Maxx Force engines, 19 Cascadia Tractors, 6 International Tractors

Working Capital: \$3,653,321 = AR: \$4,300,308 – AP: \$646,987

**amounts may vary, assets may be depreciated, replacement cost, or fair market value*

Business Information

Services: Ocean port transportation of freight on both imported and exported cargo. The majority of products being handled are housewares and household cleaning products.

Service Terms: 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.

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

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: **\$7,200,000**

10% Seller Financing	\$720,000
10% Equity Roll	\$720,000
80% Buyer and Lending	\$5,760,000

Description

Revenue has doubled between 2021-2022 and has grown 4x over the last four years (2019-2022) at this port logistics and short haul company! By definition, Port Drayage is the transport of freight from an ocean port to a destination, also described as transporting goods over short distances (aka the first mile). This makes up 96% of their revenue, while the other 4% is intermodal, which is rail, when they use 53 ft. trailers for local pickup and delivery. This business boasts an incredible 85% repeat client base, which is made up primarily of manufacturers. The majority of products being handled are housewares and household cleaning products. 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 current owner has very little client interaction and handles general oversight of the team. 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. As a show of good faith and vested interest in the business, the owner is also open to both 10% seller financing and a 10% equity roll! Upon closing, a buyer would also receive over \$6.5M in assets, including \$3.5M in working capital.

Priced at **\$7,200,000** 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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