

A photograph of a large fleet of semi-trucks parked in rows at a terminal. The trucks are mostly white with blue accents. In the background, there are hills and a cloudy sky. A semi-transparent dark blue box is overlaid on the image, containing the acquisition text.

Available for Acquisition: #230201

Full-Service Local Dedicated Carrier

Company Overview

ACT Capital Advisors is pleased to offer a Full-Service Local Dedicated Carrier for acquisition. The Company provides a variety of services including van & flatbed, same-day hotshot and P&D services, warehousing, metering, (de)consolidation, storage, and transloading. As a dedicated carrier, the Company is a key partner to its clients, with decades-long relationships. The Company owns a fleet of 138 assets, operating out of a 52,500 sq. ft. terminal with strategic access to its core market. The ownership group desires a full buyout of each of their respective shares in the Company.

Investment Highlights

Consistent Revenue Growth and Margin Expansion: The Company has enjoyed consistent growth over the past five years, with a revenue CAGR of approximately 9.5% between 2018 and 2024. In 2023, the Company generated \$6.7M in revenue and \$1.7M in adjusted EBITDA.

Company-Owned Fleet: The Company's owned fleet is comprised of 26 power units and 112 trailers, including three customer-aligned electric power units.

Long-term Dedicated Customers: The Company operates as a dedicated carrier to a select group of customers. The Company has worked with its key customers for decades and has contracts in place to continue their relationship into 2025 and beyond.

Driver and Employee Retention: The Company is proud of its demonstrated ability to hire and retain drivers and other critical talent with an average driver tenure of 10.4 years.

Purpose-Built Warehousing Footprint in Desirable Area: The Company operates a 52,500 square foot freight terminal that provides statewide coverage of its core market.

Growth Opportunities

Interstate Lane Expansion: The Company retains options to reinstate Interstate authority, to include cross-state border filing and have several Fortune 500 clients that have requested interstate and/or international carrying services.

Establishment of Additional Terminals: The Company currently runs all its operations out of a single terminal. The establishment of further terminals would expand its geographic footprint and assist in the development of interstate operations.

Warehousing and Facility Expansion: The Company provides its clients warehousing and storage services but is currently running at full capacity with available pent-up demand.

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Summary Financial Information

FYE 12/31	2021	2022	2023	2024
Sales	\$5,651,182	\$6,936,812	\$7,022,741	\$6,733,892
Gross Profit	\$1,867,702	\$2,388,395	\$2,397,614	\$2,088,495
Adj. EBITDA	\$1,477,802	\$2,004,816	\$1,926,056	\$1,695,555

Contact Information

For more information, please contact:

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Mercer Island, WA 98040

Interested parties should execute the attached Non-Disclosure Agreement (NDA) and return to ACT Capital Advisors with a written request to receive the Confidential Information Memorandum (CIM).

NDAs and CIM requests should be submitted to Ivan Trindev, ACT Vice President.



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