

Acquisition Opportunity

Mail Delivery Specialty Trucking Company Midwest/Great Lakes Region, US

Est. 2019 Revenue: \$ 2.1MM

Est. 2019 EBITDA: \$ 180K

- **Well-Maintained Fleet of Trucks:** The Company's 30 trucks are very well-maintained. The current fleet consists of 17 Hino trucks, 9 Mack trucks, 2 Freightliners, and 2 Nissan trucks. The concentration of Hino and Mack trucks helps keep maintenance costs and spare parts inventory low.
- **Safety Record:** The Company has an excellent safety record, with no reportable accidents or incidents for the past three years.
- **Low Employee Turnover:** The Company's current 19 drivers have been employed by the Company for over 5 years.
- **Outstanding Growth Opportunities:** The Company has periodically provided transportation services to other commercial companies, including Amazon, and management believes more opportunities are available.
- **Management Will Remain through Transition:** The sole shareholder is willing to stay with the Company during a transition period in order to ensure a seamless transfer of ownership.

Client # 60823



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The Company specializes in local mail delivery for the USPS for routes in the region and operates 30 large delivery trucks. It has also provided transportation services to other companies, including Amazon, on a periodic basis. The Company has been a transportation contractor to the USPS for over 67 years, and has historically worked under a four-year contract, with a one-year option. The current contract compensates the Company on a per mile basis.

The Company is headquartered in a 9,000-square foot shop/warehouse, and also operates two storage and repair buildings at different locations. Of its owned and operated 30 delivery trucks, 18 are utilized on a daily basis. The Company employs 19 full-time, non-union truck drivers, a project manager, a mechanic, and a bookkeeper. There are also 5 part-time drivers.

Success in the industry is driven by optimum capacity utilization, customer relationships, effective quality control, and fleet availability. The Company has established a good reputation in these areas, and is well-positioned for growth and success.

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