

Northeastern Asset-Based Hauling and Transportation Solutions Provider



2017 Estimated Revenue \$18,000,000 | 2017 Estimated EBITDA \$3,200,000



The Company is an asset-based hauling and transportation solutions provider offering customized services to clients and their transportation needs. The Company specializes construction site hauling, energy corporation site removal or material delivery, commercial transportation needs, industrial hauling, and municipal large equipment pickup and delivery. The Company is staffed with an experienced management team and skilled representatives, which recently executed the successful implementation of growth initiatives that is resulting in projected EBITDA to reach approximately \$3.2 million in 2017. Management expects this level of earnings to be sustainable and continue growing going forward in 2018 and beyond.

Investment Considerations:

- ***Strong Relationships with Blue-Chip Clients:*** By establishing a reputation for an impeccable safety record and providing superior customer service levels, the Company has built an impressive client base consisting of globally recognized entities in the waste collection and disposal as well as industrial timber transportation and forwarding industries. This impressive performance has resulted in an expanding customer base which has complimented the consistent and recurring repeat revenue streams nicely. The Company deploys a modern fleet of 70 owned Peterbilt trucks and an additional 12 leased units along with a wide variety of trailers.
- ***Strong Historical Performance:*** Revenue increased at a 15.8% CAGR during the historical period as the Company was able to expand business with existing clients while also impressively diversifying the customer base through additional provided services indicating no single customer was solely responsible for the growth. As 2017 revenue is projected to increase an additional 24.5%, management has implemented specific strategies that will result in EBITDA increasing by more than double from 2016 earnings.

(Financial Summary on Reverse Side)

Mark Galovic, Vice President
Tel: (847) 592-7120 Fax: (312) 893-5505
Email: mgalovic@generational.com

Client #61400

www.Generational.com | www.DealForce.com

DISCLAIMER: All information contained in this document has been provided by the subject company to Generational Capital Markets, Inc. and while believed to be correct has not been verified. Accordingly, Generational Capital Markets, Inc. makes no representations or warranties as to the accuracy and truthfulness of such information. The recipient hereof acknowledges that Generational Capital Markets, Inc. shall not be liable for any loss or injury suffered by said recipient in any way connected to the delivery by Generational Capital Markets, Inc. of this document. At all times Generational Capital Markets, Inc. and its affiliate network members is an agent for the seller and not for the buyer. **Generational Capital Markets' fees are paid by the seller.**

***Recast Historical and Pro Forma Statement of Income
For the Fiscal Years Ended December 31 (\$000)***

	<i>Historical</i>			<i>Est.</i>	<i>Projected</i>		
	2014	2015	2016	2017	2018	2019	2020
<i>Sales</i>	10,781	10,737	14,454	18,000	22,500	25,300	28,300
<i>% Growth</i>	--%	-0.4%	34.6%	24.5%	25.0%	12.4%	11.5%
<i>EBIT</i>	900	495	312	1,763	2,244	2,366	2,468
<i>% of Sales</i>	8.3%	4.6%	2.2%	9.8%	10.0%	9.4%	8.8%
<i>EBITDA</i>	1,755	1,510	1,412	3,240	4,050	4,554	5,076
<i>% of Sales</i>	16.3%	14.1%	9.8%	18.0%	18.0%	18.0%	18.0%

***Adjusted Balance Sheet
As of December 31, 2016 (\$000)***

Current Assets	1,763	Current Liabilities	1,733
Net Fixed Assets	6,636	Non-Current Liabilities	--
Other Assets	217	Equity	6,883
Total Assets	8,616	Total Liability & Equity	8,616

Click to sign NDA electronically: [NDA 61400](#)

For additional information regarding: Client #61400