

# Motor Carrier & Freight Broker

## Expedited Freight Specialization

Midwest/Great Lakes Region, US



2019 Est. Revenue \$16.0MM | 2019 Est. EBITDA \$3.6MM



The Company provides expedited trucking services both as a motor carrier and a freight broker. It also provides cross docking, consolidation, and warehousing services. Approximately 90% of shipments are expedited; the Company bids same-day work typically within a few hours time frame. Once the Company is awarded the shipment, dispatch has approximately a 10- to 15-minute window to move forward. The remaining 10% of revenue is pre-planned work, including non-expedited, scheduled, local, and over-the-road shipments. The Company specializes in automotive transportation, but also serves the printing, general freight, and marine racing markets.

The Company operates from two office/warehouse facilities: (1) a 16,250-square foot facility on 1.3 acres of land, and (2) a 1,500-square foot facility. The Company is currently staffed by 34 full-time employees.

### Highlighted Investment Considerations

- **Superior Name and Reputation:** Since inception in 2010, the Company has built substantial goodwill by providing consistent transportation services with world-class customer service to a variety of markets.
- **Strong Revenue and Earnings Growth:** Revenue grew consistently from approximately \$6.0 million in 2016 to \$14.5 million in 2018, representing a robust CAGR of 55.9% . EBITDA increased consistently over the same period at a CAGR of 69.3%, from approximately \$1.1 million to \$3.3 million.
- **Outstanding Growth Opportunities:** There exist several opportunities for the Company to significantly increase revenue and profit, including leveraging its proven reputation to pursue and penetrate new and existing markets. Management believes the Company could expand its service offerings to include warehousing and expand geographically.

For more information, please sign the [Confidentiality Agreement](#)

Doug Smith, Senior Managing Director  
Tel: (440) 582-2331 Fax: (440) 582-2634  
Email: [dsmith@generational.com](mailto:dsmith@generational.com)

**Client #62294**

[www.Generational.com](http://www.Generational.com) | [www.DealForce.com](http://www.DealForce.com)

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