



**A Neumann & Associates, LLC**  
 Affiliated with Americas Largest Network of M&A Professionals

**Business Profile**

Engagement: 1492-2055

***Company Information***

Line of business: Logistics (Distribution, Warehousing & Trucking)

Location: Northern New Jersey

In Business: 30+ years

Employees: 16

Facilities: 19,000 SF Warehouse & Office (leased)

Reason for Sale: Retirement (consulting agreement available)

**Company Assets:**

|                                      |                  |
|--------------------------------------|------------------|
| • Net Working Capital                | \$125,000        |
| • Inventory                          | \$0              |
| • Office – Furniture & Computer      | \$15,000         |
| • Vehicles, Trailers, Forklifts      | \$235,000        |
| • Warehouse Racks                    | \$0              |
| • Other                              | \$0              |
| <b>Total Assets included in Sale</b> | <b>\$375,000</b> |

**Sales and Cash Flow:**

(All Information Based On P&L/Tax Returns)

| <u>Fiscal Year End</u> | <u>Revenue</u> | <u>Seller Discretionary Cash Flow</u> |
|------------------------|----------------|---------------------------------------|
| 9/30/2016              | \$1,750,000    | \$465,000                             |
| 9/30/2017              | \$1,870,000    | \$460,000                             |
| 9/30/2018              | \$2,400,000    | \$765,000                             |
| 9/30/2019 (e)          | \$2,500,000    | \$660,000                             |



## Executive Summary

### Buyer Benefits:

|   |
|---|
| 1) Stable business, for 30+ years – <b>non union shop</b> in convenient <b>strategic location</b> |
| 2) <b>Motivated owner</b> helping in the transition and experienced staff in place                |
| 3) Acquisition <b>Financing Pre-Approved</b> for 75% of asking price – over 50% ROI in Year1      |
| 4) Diverse customer base, solid revenue and <b>excellent free cash flow</b>                       |

This well-known **Warehouse, Trucking and Logistics Company** is strategically located in northern New Jersey and provides delivery services to a 50 mile radius around its headquarters. The firm enjoys significant operating margins and documented profitability with recurring revenue. The business currently operates out of a 19,000 square foot leased warehouse with office space.

The company enjoys a **competitive advantage** by consistently providing flexible carrier services for its loyal clientele. Attention to specific customer needs (including Pick Pack, Cross Dock, 3PL, Container Freight Station and Long or Short Term Storage) and personalized service is their calling card. Their delivering specialty is laboratory and small quantity chemicals.

It is projected that a new owner will obtain **additional growth** by adding hazardous material warehouse space, which could increase storage and trucking by \$30,000 revenue per month.

The company has been **fully reviewed and conservatively appraised** by an accredited national valuation firm at 3.6x SDCF (ttm). A full valuation report by a national valuation firm is included in the prospectus. There is \$125k in Net Working Capital plus another \$250k in Fixed Assets included in the deal. The business is pre-qualified by an SBA lender subject to buyer's financials, and by implementing the proposed deal structure an owner-operator will obtain more than **\$300k benefit in after-acquisition-debt cash flow – over 50% ROI in Year #1.**

A comfortable **transition period** will be provided by the owner who truly wants to see the business continue to flourish. Seller will consider a consulting agreement thereafter if so desired. A very well trained and highly qualified team will stay in place and support the new owner in all aspects of the business.

### **(ALL DATA BASED ON SIGNED TAX RETURNS)**

### **Deal Structure** **(Proposed)**

|                                 |                    |
|---------------------------------|--------------------|
| Buyer Cash Down @ Closing       | \$596,000          |
| Buyer Bank Financing            | \$1,192,000        |
| Seller Financing @ 8% / 5 years | \$596,000          |
| Long Term Debt Assumption       | \$0                |
| <b>Total Purchase Price</b>     | <b>\$2,384,000</b> |

Note: Real Estate offered by ANA Commercial Real Estate, LLC

### **A NEUMANN & ASSOCIATES, LLC**

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**NOTE: All data is based on signed tax returns and financial records. A Neumann & Associates has made no investigation or verification of the information presented herein. No additional information will be released until the Buyer has been fully reviewed and sufficient cash is available.**