

FOR SALE: Logistics and Trucking Business with \$2.1M in Assets

35 Employed Drivers & 20 Subcontracted Drivers; this business is ready for its next load!

Financial Overview

List Price: \$3,400,000

Gross Sales
2016: \$3,506,457

Sales Breakdown (2016)

Cattle Loads: 18.5%
Packing Plants: 17.7%
Grain Hauling: 1.4%
Wrecker Service: 5.4%
Gluten Loads: 46.3%
Misc.: 10.7%

Owner Profit/Cash Flow

2016: \$320,572

This business has been valued by a third-party appraiser at \$4,600,000

Business Information

Year Established: 2001

Current Owner's Responsibilities: Scheduling and logistics -
-- Owner does not drive

Location: Northeast Nebraska (45 miles outside of Omaha)

Service Area: Nebraska & Iowa concentration but hauls to 48 states coast to coast

Clients: feedlots, markets, auctions, packing plants; processing 50 to 75 invoices per month (40% cattle hauling & 60% feed transport)

Reason for Selling: Retirement planning

Employees: 2 office staff completing A/R, A/P, and scheduling; 30-40 W2 drivers; and 20 1099 drivers

Seller Training Period: With train and transition for 42 weeks/year for 3 years (if desired by the buyer)

Growth Opportunities: Enough equipment in place to support additional sales without needing to purchase more tractors or trailers (5 more trucks)

Assets Included in Purchase: \$2,222,400

Assets: Fair Market Value: \$2,154,300
Insured Value: \$2,739,000

26 tractor trailers, 17 livestock trailers, 4 trucks, 6 tankers, 1 boom truck, 9 gluten trailers, 2 flatbed trailers, 3 grain hopper trailers, wrecker equipment, furniture & fixtures, shop equipment, and truck wash

Full Working Inventory: \$68,100

**amounts may vary*

Funding Example

Purchase Price: \$4,600,000

15% **Buyer Down Payment:** \$510,000

65% **Seller Financing:** \$2,210,000

15-year term

20% **Bank Loan:** \$680,000

10-year term

The bank loan needed would be 100% collateralized with the business equipment as described.

** Please note that 2016 was one of the worst years in agriculture since the 1970s. However, the first quarter of 2017 is already showing improvements over 2016 and is predicted to outpace it.

Description

With 35 employed drivers along with 20 other subcontracted drivers this hauling business is ready for its next load; boasting over \$2 Million in Assets which includes brands such as Wilson, Merritt, International, Navistar, Arcos, Brenner, Timpte, and Transcraft are all included in the Purchase Price. With diversified sales of \$2,746,837 in 2016 there are services of cattle, gluten, packing plants, grain, and wrecker services. Livestock and grain hauling is the main focus of this business however they are providing a range of services to allow diversification.

Servicing a concentration of Iowa and Nebraska they are also hauling coast to coast to 48 states. Truck transportation comprises almost 70% of all goods transporting in the United States. Currently operating out of the middle of the Heartland, this trucking company owns trailers of every size, from tandems to triples and seven axle combinations. Twelve live bottom trailers run 7 days a week, transporting grain, gluten and rock. Income derived from 33% cattle hauling and 67% feed transport.

Next Steps

For a detailed financial package, please contact Cortney Sells or one of The Firm Business Brokerage's professionals at 402.998.5288 or email Confidential@TheFirmB2B.com.