



**Ridgefield Client #012302**

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## Business Overview

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Ridgefield Partners is pleased to offer a Temperature-Controlled Warehousing and Distribution Company for acquisition. Headquartered in the Pacific Northwest, the Company is a market leading service provider in a niche segment of the Food & Beverage industry. An integral partner in its clients' supply chains, the Company enjoys a loyal customer base and stable financial performance.

## Transaction Overview

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The Seller is approaching retirement and desires a complete sale of the business following an appropriate transition period. The Seller owns the operating real estate in a holding company and intends to retain ownership and execute a long-term lease agreement with the Acquirer.

## Investment Considerations

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**Dominant Market Position:** The Company was built on an industry-specific niche strategy to serve the warehousing and logistical needs of a specialized Food & Beverage segment.

**Purpose-Built Warehousing with Capacity Expansion:** The Company currently has 160,000 sq. ft. of state-of-the-art warehousing capacity, of which 120,000 sq. ft. are equipped with temperature controls. The site has the electrical infrastructure and is pre-cleared for an additional 80,000 sq. ft. expansion.

**Strategically Located Facilities:** The Company's warehouses are centrally located to the industry it serves, and also adjacent to many new customer targets.

**Well-Maintained Refrigerated Fleet Assets:** The Company's fleet is comprised of 20 tractors and 46 trailers (29 refrigerated and 17 box/cargo).

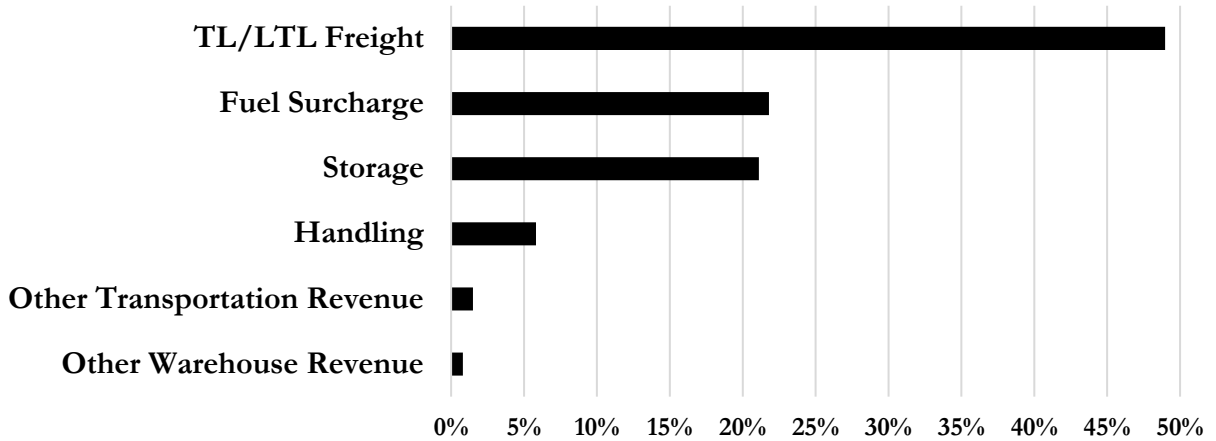
**Tenured Management with Strong Institutional Knowledge:** The Company's operating manager and CFO each have over 20 years of direct industry experience in their respective role and could be retained by a new owner.

**Stable, High Margin Revenue Profile:** The Company is an embedded partner within their clients' supply chains, resulting in low churn and stable revenues. This, combined with Management's exceptional expense management results in above-average EBITDA margins that have historically been consistent between 17-20%.

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Revenue by Service Line (FY2022)



Historical Financial Summary

FYE 12/31	2020	2021	2022
Revenue	\$5.9MM	\$6.7MM	\$7.3MM
Adj. EBITDA <i>Margin</i>	\$1.0MM 17.5%	\$1.2MM 17.8%	\$1.0MM 13.8%

Next Steps

Interested parties should execute the attached Confidentiality Agreement and return to Ridgefield Partners a written request to receive the Confidential Information Memorandum.

Requests should be submitted to Michael Seeley.

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