



Company Overview

Ridgefield Partners is pleased to offer an Asset-Based Intermodal Drayage company for acquisition. Established in the 1920s, the Company has been a trusted partner to shippers and carriers in and around the Port of Oakland for over a century. The Company operates five terminals – one owned, four leased – across California and Nevada, from which they specialize in providing asset-based transportation, warehousing, and fulfillment services. In addition to the Company's fleet (396 total assets), it leverages capacity from over 60 carriers through its brokerage operation to ensure service levels during peak season.

Transaction Overview

The Company is wholly owned by a single Seller who desires a full sale of the Company's assets or equity. The Company's Sacramento facility is owned by a holding company controlled by the Seller. Seller's preference is to execute a long-term lease with the Buyer, though they are open to considering a simultaneous sale of the Company & Real Estate.

Investment Highlights

- **Strategic Terminal Footprint & Asset Base:** The Company's four terminals are strategically located to service supply chains running through the Port of Oakland and through Northern California and Nevada. The Company's fleet is comprised of 37 power units, 68 dry van trailers, and 277 drayage chassis.
- **Diverse, Long-Tenured Customers:** The Company serves importers and exporters across a broad range of industries including Food & Beverage, Consumer Products, Retail, and Packaging. Many customer accounts are decades-long relationships.
- **Rigorous Safety Culture:** The Company maintains a best-in-class safety environment driven by rigorous training, disciplined operational controls, and state-of-the-art compliance technology.



Financial Highlights

FYE 12/31	2022	2023	2024	2025E
Revenue	\$35.33M	\$25.40M	\$23.77M	\$24.96M
Gross Profit	\$12.47M	\$8.11M	\$6.31M	\$6.80M
Margin	35.3%	31.9%	26.6%	27.2%
Adj. EBITDA	\$5.27M	\$2.57M	\$1.24M	\$1.68M
Margin	14.9%	10.1%	5.2%	6.7%

Contact Information



Eric Meek, Managing Director
Email: emeek@ridgefieldpartners.com
Phone: (317) 258-6517



Michael Seeley, Partner
Email: mseeley@ridgefieldpartners.com
Phone: (425) 351-1240