



## Company Overview

Ridgefield Partners is pleased to offer a Non-Asset Refrigerated Freight Brokerage for acquisition. Established in 2013, the Company specializes in providing freight brokerage services for customers in Food & Beverage and Nursery end markets. These end markets require tight transit windows, regulatory compliance, and seasonally responsive capacity. The Company is headquartered in the Pacific Northwest.

## Transaction Overview

Since 2017, the Company has operated as a 100% employee-owned enterprise through an Employee Stock Ownership Plan (ESOP). The Company's board of directors and acting shareholder/trustee for the ESOP are aligned in their desire to seek a full sale of the Company's assets or equity in a manner compliant with their ESOP governing documents.

## Investment Highlights

- **Specialized Refrigerated Experts:** The Company operates as a niche freight brokerage focused on time-sensitive, temperature-controlled freight. Their particular focus is serving time sensitive food and beverage manufacturers and distributors.
- **Stable Customer End Markets:** Exposure to nursery and food-grade freight provides a relatively defensive revenue base compared to industrial spot-driven brokerage, contributing to customer stickiness and repeat volume.
- **Sophisticated Tech Integration:** The Company has invested in sophisticated TMS and digital freight tech that enables real-time shipment execution and preserves its high-touch service model.



## Financial Highlights

FYE 12/31	2023	2024	2025	2026E
<b>Revenue</b>	\$27,976,263	\$31,551,067	\$30,490,852	\$31,289,525
<b>Gross Profit</b>	\$3,152,923	\$3,499,547	\$3,530,539	\$3,638,805
<i>Margin</i>	11.3%	11.1%	11.6%	11.6%
<b>Adj. EBITDA</b>	\$793,714	\$1,337,567	\$1,269,732	\$1,319,166
<i>Margin</i>	2.8%	4.2%	4.2%	4.2%

## Contact Information



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