



Company Overview

Ridgefield Partners is pleased to offer a Non-Asset Multimodal Freight Brokerage for acquisition. Established in 2021 and headquartered in the Pacific Northwest, the Company specializes in providing tailored logistics solutions for Food & Beverage and Grocery shippers. The Company’s primary customer (~24% of FY2025 Revenue) is a Fortune 500 food supplier that operates on a contract basis with recurring weekly load commitments.

Transaction Overview

The Company is owned by two shareholders on a 60% / 40% split (together the “Sellers”). The Sellers are aligned in their desire for a full sale of the Company’s assets or equity. The Sellers are committed to a successful transition and are open to up to 12-month transition period. They will consider rolling equity on a case-by-case basis.

Investment Highlights

- **Scalable, Agent-Based Model:** The Company’s agent-based model is built for growth. Sales agents are paid primarily on a commission-only, net profit-based structure, and can expand materially with out proportional increases to fixed costs.
- **Contracted Freight Lanes:** The Company’s primary customer (~24% of FY2025 Revenue) operates on a 12-month contract with recurring load commitments, offering stable revenue volumes and predictable carrier utilization.
- **Established Market Traction:** The Company has established a deep, growing base of over 131 shippers – primarily in the Food & Beverage, Grocery, and Supplements industries.



Financial Highlights

FYE 12/31	2023	2024	2025
Revenue	\$8,012,717	\$8,503,639	\$8,646,286
Gross Profit	\$321,455	\$392,400	\$423,897
<i>Margin</i>	<i>4.0%</i>	<i>4.6%</i>	<i>4.9%</i>
Adj. EBITDA	\$318,515	\$329,681	\$430,563
<i>Margin</i>	<i>3.9%</i>	<i>3.9%</i>	<i>4.9%</i>

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