



Company Overview

Ridgefield Partners is pleased to offer a family-owned Non-Asset Freight Brokerage for acquisition. Established in 2016, the Company offers a diversified suite of transportation solutions including full truckload, LTL, expedited, flatbed, and drayage within a niche end market for customers across the US. The Company is headquartered in the Mid-Atlantic.

Transaction Overview

The Company is wholly owned by the founding family (“Sellers”) – who desire a full sale of the Company’s assets or equity. The Sellers are committed to a successful transition and a mutually agreeable transition period post-close. They will consider rolling equity on a case-by-case basis

Investment Highlights

- **Dominant Position in Defensible Niche:** The Company is a recognized leader in furniture logistics, serving manufacturers, retailers, and hospitality clients across North America with capabilities most brokers are unable to replicate.
- **Diversified, Low-Concentration Customer Base:** The Company serves ~450 active customers each year, with no single customer representing greater than ~11.0% of revenue in FY2025.
- **Consistent Revenue & Margin Profile:** The Company has grown revenue by ~54% over two years, while simultaneously expanding EBITDA margins by ~10% (14.6% to 16.1%) over the same period.



Financial Highlights

FYE 12/31	2023	2024	2025
Revenue	\$13,790,239	\$17,455,194	\$21,241,989
Gross Profit	\$3,141,527	\$4,281,298	\$5,119,643
Margin	22.8%	24.5%	24.1%
Adj. EBITDA	\$2,018,114	\$2,939,267	\$3,424,448
Margin	14.6%	16.8%	16.1%

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