










Business Overview

RE: Logistics and Trucking Business with \$2.1M in Assets

Specifications

 Price \$3,400,000	 Revenue \$3,506,457	 Cash Flow \$320,572
 Equipment \$2,154,300	 Inventory \$68,100	 Down Payment 15%
 Location Northeast Nebraska	 Reason for Sale Retirement planning	 Service Area 48 states



SUMMARY OF THE BUSINESS –

With 35 employed drivers along with 20 other subcontracted drivers this hauling business is ready for its next load; boasting over \$2 Million in Assets which includes brands such as Wilson, Merritt, International, Navistar, Arcos, Brenner, Timpote, and Transcraft are all included in the Purchase Price. With a diversified Sales of \$3,506,457 in 2016 there are services of cattle, gluten, packing plants, grain, and wrecker services. Livestock and grain hauling is the main focus of this business however they are providing a range of services to allow diversification.

Servicing a concentration of Iowa and Nebraska they are also hauling coast to coast to 48 states. Truck transportation comprises almost 70% of all goods transporting in the United States. Currently operating out of the middle of the Heartland, this trucking company owns trailers of every size, from tandems to triples and

seven axle combinations. Twelve live bottom trailers run 7 days a week, transporting grain, gluten and rock. Income derived from 33% cattle hauling and 67% feed transport.

Business Highlights

- Established since 2001 in Nebraska and hauling coast to coast to 48 states
- Assets include brands such as: Wilson, Merritt, International, Navistar, Arcos, Brenner, Timpfe and Transcraft
- Income split is 33% cattle hauling and 67% agricultural products
- Diversified Income Streams:
 - o Cattle Loads: \$510,090
 - o Packing Plants: \$487,985
 - o Grain Hauling: \$37,080
 - o Wrecker Service: \$149,536
 - o Gluten Loads: \$1,271,920
 - o Misc.: \$290,226
- Staff of 2 Office Administrators responsible for AR, AP, and Scheduling; 30-40 W2 Drivers, 30 1099 Drivers
- Seller is seeking to retire in the years to come, but the Seller is willing to stay on and transition for 42 weeks/year for 3 years [if desired by Buyer]

Financial Highlights

- 2016 Gross Sales of \$3,506,457
- 2016 Cash Flow of \$320,572
- Assets valued at \$2,154,300
 - o 17 Livestock Trailers
 - o 26 Tractor Trailers
 - o 4 Trucks
 - o 6 Tankers
 - o 1 Boom Truck
 - o 9 Gluten Trailers

- 2 Flatbed Trailers
- 3 Grain Hopper Trailers
- Wrecker Equipment
- Furniture & Fixtures
- Shop Equipment
- Truck Wash
- Accounts Receivable of \$69,562
- Full Working Inventory of \$68,100
- Profit Margin of 11%

Please note – 2016 was one of the worst years in agriculture since the 1970s. However, the first quarter of 2017 is already showing improvements over 2016 and is predicted to outpace it.

**amounts may vary*

Cash Flow Analysis

Description of Financial Statement	Tax Return	Tax Return	Tax Return	Tax Return	Tax Return	Tax Return	Tax Return	Notes
	2016	2015	2014	2013	2012	2011	2010	
GROSS SALES	\$3,506,457	\$4,112,537	\$4,550,730	\$4,368,710	\$5,440,136	\$5,187,827	\$3,874,817	
% Change Over Prev. Year	-14.74 %	-9.63 %	4.17 %	-19.69 %	4.86 %	33.89 %		
Net Income Shown on Financial Statement	\$-79,260	\$8,603	\$131,541	\$-37,211	\$89,586	\$44,427	\$-90,167	
ADDBACKS								
Compensation to Owner	\$59,098	\$57,060	\$52,000	\$110,000	\$110,000	\$109,308	\$104,000	Owner's W2 Wages
11% Tax on total W2 Salaries	\$6,501	\$6,277	\$5,720	\$12,100	\$12,100	\$12,024	\$11,440	
Depreciation	\$12,683	\$11,081	\$9,569	\$12,041	\$17,489	\$15,806	\$19,218	Non-Cash Item
Interest	\$1,369	\$3,807	\$7,074	\$11,901	\$2,800	\$9,932	\$2,412	Non-onward going expense
Vaughn Beed LLC	\$0	\$0	\$0	\$0	\$0	\$0	\$50,931	Non-onward going expense
Equipment Rental	\$216,484	\$222,424	\$259,536	\$293,158	\$277,267	\$370,921	\$356,127	See P & L for detail (non-onward going expense)
Real Estate Rent to KVCB	\$138,600	\$166,245	\$171,031	\$161,630	\$170,099	\$150,877	\$172,382	See P & L for detail (non-onward going expense)
Proposed Rent of \$42,000/year	\$-42,000	\$-42,000	\$-42,000	\$-42,000	\$-42,000	\$-42,000	\$-42,000	
Owner's Health Insurance	\$7,097	\$5,059	\$5,882	\$0	\$0	\$0	\$0	
Extraordinary Fuel	\$0	\$135,000	\$0	\$0	\$0	\$0	\$0	Paid in advance in 2015 for 2016
Employee Benefit Plan	\$0	\$0	\$0	\$0	\$37,564	\$42,574	\$0	
Owner's Pension	\$0	\$0	\$0	\$0	\$21,358	\$21,443	\$0	
TOTAL ADDBACKS	\$399,832	\$564,953	\$468,812	\$558,830	\$606,677	\$690,885	\$674,510	
Seller's Cash Flow = Total Addbacks + Net Income	\$320,572	\$573,556	\$600,353	\$521,619	\$696,263	\$735,312	\$584,343	

- Average sales of \$4,434,459
- Average cash flow of \$556,717
- Base line sales of \$4,473,297
- Base line cash flow of \$527,942

Agriculture Industry Outlook

- 2016 was one of the worst years in agriculture since the 1970s
- 2017 is already showing improved numbers and is predicted to outpace 2016
- During 2016, cattle numbers were 60% of normal in the county
 - Normally there are 400,000 head
 - With decreased cattle there was a decrease in sales as there were less cattle to haul
- Despite a downturn in the ag sector during 2016, this company was still able to complete nearly \$3M in sales

Upcoming Contracts & Growth Opportunities

- Currently bidding on a \$1,560,000 contract
 - \$30,000/week with a grain hauling company that could add \$1,400,000+ in sales
- There are several other that a new owner could go after since 2017 is already showing an uptick in growth for the ag sector
- With the seller providing up to 3 years of transition, growth will be very attainable
 - His current relationships and reputation with feed plants and feedlots would be an asset to increase inside and outside sales
 - Dedicated person to build on existing relationships and provide all services to current clientele
 - Add technicians to help with logistics
 - Better customer service creates better customer relationships

Valuation

This business was valued by a third party, who appraised it at \$4,600,000, and was found by financial data and industry standards. The business was appraised as follows:

Physical Assets, Book Value \$30,179
Physical Assets, Additional Market Value \$2,124,121
Total Physical Assets \$2,154,300

Assignment of Enterprise Goodwill Value \$1,925,676
Assignment of Professional Goodwill Value \$520,021
Total Goodwill Value \$2,445,700

Total Value \$4,600,000

The equipment was valued by a third-party appraiser, who valued the equipment on methods of Cost Approach and Market Data Approach.

Fair Market Value \$2,154,300
Orderly Liquidation Value \$1,508,400

To receive a full financial package and specific information regarding this business:

1. Complete the Qualified Buyer Documents (Non-Disclosure Agreement and Buyer Questionnaire) [on our website](#) or print, scan and return the attachments to info@TheFirmB2B.com
2. Call The Firm Business Brokerage at 402.998.5288 to schedule an appointment or conference call with a Broker.

The Firm currently has over 90 cash flowing businesses available. If you find that this is not a fit for you, please let us know and we would be happy to provide you with other opportunities.

The Firm makes no warranties or representation in consideration to the information provided above. All communication regarding this business must occur directly with The Firm Brokerage, LLC.