



Warehousing and Distribution Center – NJ/CA

Reference No. 173333

Revenues: \$ 2,450,000
Cash Flow: \$ 360,000
Asking price: \$ 1,050,000

Opportunity Summary

This logistics, warehousing and trucking company has been serving the needs of companies importing and exporting through the port of New Jersey for 20 years both through predecessor companies and the current corporation which was established in 1996. In addition, the company has a satellite operation serving the port of Los Angeles. Operating primarily from a 60,000 s.f. facility in central New Jersey, this company provides a number of services to its customers including segregation and distribution, local trucking and warehousing. The company has established a niche and very strong relationships in the textile industry from which it derives 60% of its revenue. This company is recognized as an excellent and trusted service provider due to its quick turnaround times and state-of-the-art computer systems. The company has significant physical assets including racks, forklifts and trucks. The valuation is well justified by its long history, strong financial performance, market presence, industry relationships and potential for growth. This is an excellent opportunity for a strategic acquirer to expand into or within these geographies or for an aggressive entrepreneur to build on its success.

Competition

This company is very well-regarded for its outstanding service. There is moderate competition from several other companies serving the textile industry. The company also competes with other general warehousing businesses, although such businesses are not regarded as high value-added service providers.

Opportunities

This business has significant potential for the right acquirer. Growth potential through increased marketing and sales efforts (the company currently does little) and through the expansion of the Los Angeles operation is significant.

Facilities

The company operates primarily from a 60,000 s.f. facility located near the port in Central New Jersey. The facility includes approx. 2,000 s.f. of office space and the rest



divided between storage and distribution. The facility is fully equipped with racks and forklifts. The company also owns 7 trucks for local distribution. The company also operates a small facility near the port of Los Angeles.

Seller Involvement

Sellers will help with the transition and are available to remain with company for an extended transition if so desired.

Seller Financing

Some seller financing is available to the right buyer.

Contact

Jay B. Weiss
jweiss@skylineequity.com
212-286-4022