



# Investment Teaser

Trucking Company Investment Opportunity in Georgia



## Business Overview

A well-established trucking company located in North Georgia with a 15-year history of long-haul and short-haul transportation of bulk materials including hazardous and non-hazardous liquid products, animal feed and livestock. Revenue is strong with 80% of revenues recurring and stable. Approximately 20% of customers generate 80% of sales. The company operates 12 trucks plus 3 owner operators and maintains a fully operational service department for repairs and maintenance.



## Industry Overview

Freight demand is rising, rates are soaring, and truck sales are at their best level in years. Freight volume is at record levels, driven in part by the growth of e-commerce. Carriers continue to add trailers to increase total productivity. Overall business confidence is surging due to tax reform making a hot market even hotter. A shortage of drivers is keeping some companies from expanding their fleets. However, the majority have been focused on replacing trucks. The increased demand for hauling goods has pushed trucking rates higher. While spot market rates have stepped back from recent highs, they are still well above last year.



A well-established trucking company – 80% of revenues recurring – Freight volume is at record levels



## Exclusive Assets

The Duck. A Mack RS-712LST which was made famous in the classic 1978 movie, Convoy. It featured an all-star cast including Kris Kristofferson, Ali MacGraw and the legendary actor Ernest Borgnine. This action movie was based on a 1975 country and western song that was written by C.W. McCall and Chip Davis. The mid-to-late 1970s saw a massive rise in the popularity of trucking and CB Radios, making the timely release of this movie a big success.

The main character in Convoy is Martin "Rubber Duck" Penwald, the driver of the famous truck. There were four different trucks used throughout the movie, although there is one that was used for most of the promotional photos which was the 1977 Mack RS-712LST. The movie was produced by EMI who designed the truck specifically for the film. Mack was then commissioned to build the uniquely designed truck that was made famous in theaters across the United States.

Being used in a big budget action movie took its toll on the vehicles, and once the movie was completed the RS-712LST truck was practically destroyed. However, the truck was sent back to Mack who completely restored it to its original condition. One of the other trucks used in the filming of the movie, a 1973 Mack RS-797LST, was used extensively for stunts and was left as scrap metal in the end. Lastly, there were two Mack RS-731LST trucks used in the film which were also destroyed during the process. The last remaining Duck is owned by the company making it a highly valued and sought-after piece.



## Equipment Assets

The company currently owns 12 tractors, 13 trailers of various kinds, shop equipment and industry specific tools.

## Management

The owner has extensive industry experience, can drive any type of equipment, and is a top-rated mechanic. His background and participation will be an integral asset during the transition and long-term success.



The Duck. The Mack RS-712LST which was made famous in the classic 1978 movie, Convoy.



## Financial Summary

Projections	Last 12 Mos.*	Period 1	Period 2	Period 3	Period 4	Period 5
Sales	2,607,293	2,789,804	3,068,784	3,375,663	3,645,716	3,900,916
Growth Rate	N/A	7%	10%	10%	8%	7%
EBITDA	242,631	259,822	305,893	378,252	434,259	477,572
EBITDA %	9.3%	9.3%	10%	11.2%	11.9%	12.2%

\* Last 12 Month EBITDA includes prior year add-backs estimated at \$150k.

B/E Projections	Period 1	Period 2	Period 3	Period 4	Period 5
Volume Dollars	1,724,959	1,815,123	1,825,451	1,865,967	1,943,652
Percent	61.8%	59.1%	54.1%	51.2%	49.8%

## Revenue Opportunities

Potential areas of growth include:

Double shifts

Add trucks for additional revenue

Add more brokerage business

## Investment Rationale

Positive cash flow                      Expand market presence and customer base

Strength of revenue streams            Eighty percent of revenue is reoccurring

Operationally effective                  Delivered with a clean balance sheet

Reasonably healthy margins              Fully operational business

## Contact

Ben T. Nicholson  
 Fortis Business Advisors  
[btnicholson@fortisba.com](mailto:btnicholson@fortisba.com)  
 321-948-9615

## Transaction Structure

The transaction will be structured as an asset sale. Buyer will take ownership of all assets including customer base with a clean balance sheet. Seller will be responsible for liens, encumbrances and liabilities. All debt will be paid at closing. The owner understands that his business exists in an environment where there is strong buyer demand due to the growth of the industry and current positive market conditions creating favorable buyer/seller opportunities and is motivated to capitalize on the current nature of the market.

Summary data contained herein has been professionally reviewed and compiled for the sole purpose of providing potential buyers a cursory understanding of the company's condition and potential. Presenter does not warrant any details contained herein and warns prospects that further due diligence is suggested.

Positive cash flow – Strong revenue streams – Opportunity to expand market presence and customer base