

REFERENCE # GSM920

Opportunity: ACQUISITION

3PL/third-party logistics

Business:

An established 3PL service provider company that provides B2B and B2C logistic services to luxury brands in multiple industries. These services include invisible, high quality, physical operations, and order administration to facilitate time for clientele to develop, market, sell and grow their brands.

An invisible 3rd party pick/pack warehousing facility that functions within the framework of the client's accounting system, eliminating the need to transfer data between systems.

Opportunities:

The company has extensive experience in 3PL and logistics. Currently turning away potential, clients, a dedicated marketing/sales staff would optimize growth potential for new aggressive ownership. eCommerce sector offers fast growth segment for new owners.



KEY FEATURES:

- Direct to Consumer eCommerce Fulfilment. Excellent growth opportunity sector.
- Competitors project a "mass" mentality. While this company projects a personalized approach with extreme focus on details. More than one client has referenced them as the gold standard in the 3PL sector.
- Database Order Logs which generate reporting which is provided as part of the Superior Quality Standards.
- Global revenue for third-party logistics (3PL) services, including warehousing and distribution services, was \$951billion in 2020.
- Ability to process orders via both EDI and non-EDI through client's accounting software and EDI software, including pick/pack, receipt processing and order entry.

Real Estate:

55,000 square feet concrete, climate-controlled building including 5,000 SF office space.

Potential exists to expand another 50,000 SF.

Gulfstream Mergers & Acquisitions

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	2020	2021	2022
Gross Revenue	\$4,436,174	\$8,088,951	\$6,396,995
Officer Salary	\$ 200,000	\$200,000	\$200,000
Officer Benefits	\$18,000	\$18,000	\$18,000
Depreciation	\$21,461	\$31,383	\$33,298
Company Profit	1,665, 351	\$4,570,229	\$2,347,437
Net Income (SDCF)	\$1,904,812	\$4,819,612	\$2,598,735