

Clarke Advisors LLC is acting as the financial advisor for the acquisition of a central U.S. based Company providing hazardous waste specialized transportation and transportation equipment leasing services throughout the United States.



Company Description:

The Company, founded in 2015, offers hazardous and non-hazardous waste specialized transportation services with a fleet of 85 tractors and 270 trailers using a team of 80 drivers and five owner operators. The company maintains a national presence with yards in the South Central, Southwest, Mountain West, West Coast, and two strategic locations in the Midwestern regions of the United States.

Highlights:

- Revenue growth is steadily increasing: 2021 growth is projected to be 23% higher than 2020.
- Adjusted EBITDA, projected to be \$4.3 million in 2021, has grown by an average 18% annual rate since 2018.
- 2022 projected revenue and Adjusted EBITDA of \$30 million and \$7 million, respectively, are forecasted based rates in place and don't include the impact of recent approvals by the state of New Jersey and Canadian authorities increasing geographic coverage.
- Diverse trailer types to meet exact customer needs: stainless steel vacuum tankers, stainless steel straight tankers, Kynar lined stainless steel straight tanker, single rail roll-off and double rail roll-off, 53' box van, flatbeds and aluminum end dumps.
- Safety and loss prevention program with periodic third-party audits and member of ISNetworld
- Technology: Industry-leading hardware and software ensures the safety of all assets and employees and enhances productivity

Financial:

	2018	2019	2020	2021 Est	2022 Est
Revenue	\$17,230,255	\$17,697,213	\$18,709,135	\$23,078,467	\$29,792,509
Net Income	\$452,884	\$455,240	\$536,678	\$2,603,781	\$3,841,213
Adjusted EBITDA	\$2,784,315	\$3,064,964	\$3,623,626	\$4,294,575	\$6,819,607

* 2021 Net Income includes \$1,347,218 forgiven PPP loan which has been deducted to calculate Adjusted EBITDA

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