

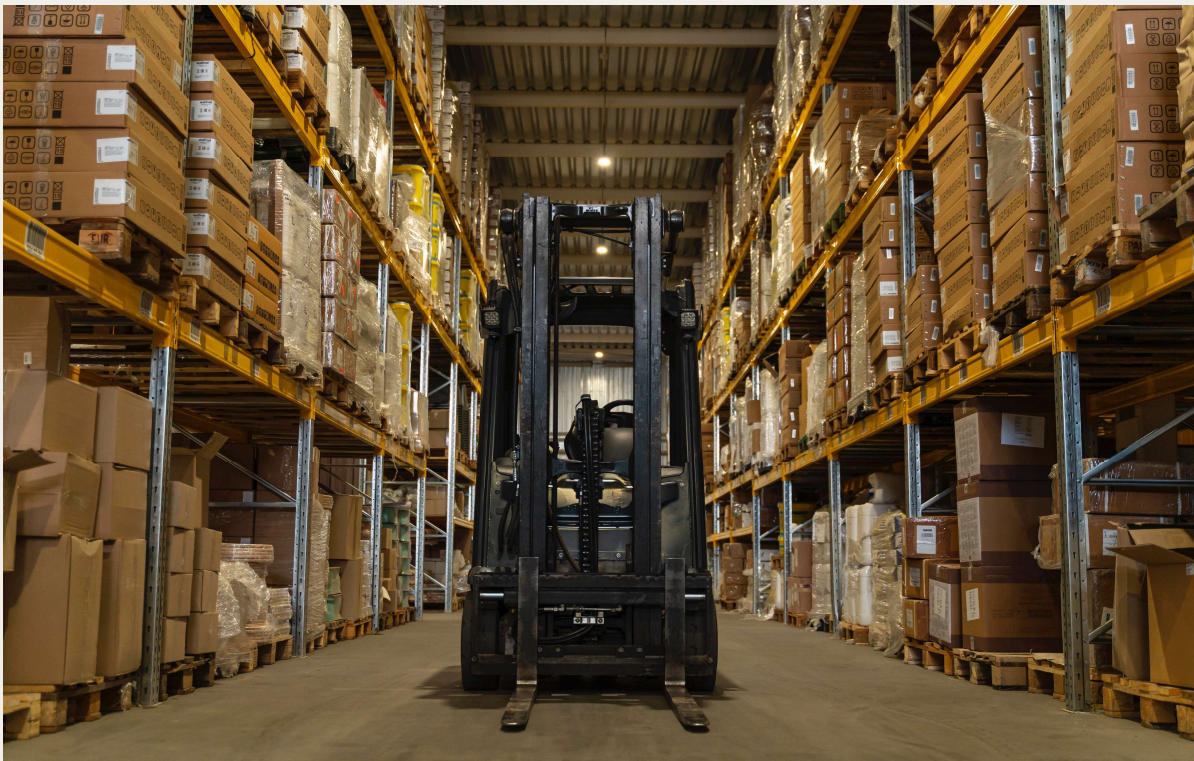


Confidential Information Memorandum

Profitable Warehousing & Logistics Business with Long-Term Contracts

Tri-Star Example Co.

Offered At: \$6,500,000



JOSEPH STEIGMAN | 615.240.7901 | JOE@LEGACY-ETA.COM

Confidentiality Notice and Disclaimer

All information contained herein has been exclusively provided by the Seller. Legacy Entrepreneurs has not verified the accuracy of the information and will not assert any claims regarding the financial viability of the Business. The Buyer is solely responsible for verifying the accuracy of any information provided regarding the Business and shall hold harmless Legacy Entrepreneurs, its owners, employees, advisors, and agents for any inaccuracies in such information. The Buyer is highly encouraged to seek the expertise of an independent due diligence expert.

All information contained herein is highly confidential. Please adhere to all the terms of the confidentiality agreement. Do not disclose this confidential information to any third party and do not approach anyone associated with the business including, but not limited to, employees, customers, owners, vendors, contractors.

Business and Transaction Snapshot

BUSINESS NAME	Tri-Star Example Co
OFFERED AT	\$6,500,000
LOCATION	Tennessee
ADDRESS	123 Cumberland River Dr, Nashville TN
FACILITIES	25,000 sq ft warehouse with 4 dock doors and integrated office space
PROPERTY	Leased; assignable 5-year lease with renewal options
ANNUAL REVENUE	\$6,910,000
ANNUAL EBITDA	\$1,739,210
TOTAL FFE	\$650,000 (includes trucks, trailers, small machinery, tools)
TOTAL INVENTORY	\$85,000 (transient client goods not owned by business)
REASON FOR SALE	Retirement

This is a “cash free, debt free” asset sale. Liquid assets, accounts receivable, accounts payable, and other liabilities are not being transferred and are not included in the sales price.

Business Overview

Tri-Star Example Co. is a profitable warehousing and logistics business based in Middle Tennessee, serving commercial clients with fulfillment, cross-docking, and last-mile delivery solutions. The company operates from a 25,000 sq ft facility and maintains a fleet of modern trucks to support efficient regional distribution. With over \$8 million in annual revenue and a five-year average EBITDA exceeding \$1.5 million, Tri-Star has built a reputation for reliability, speed, and customer service. The business is fully equipped with racking, forklifts, inventory management systems, and a skilled team, making it a turnkey opportunity for strategic or financial buyers seeking growth in the logistics sector.

Strengths

Tri-Star Example Co. benefits from a stable base of long-term logistics contracts with regional manufacturers and distributors, providing recurring revenue and predictable cash flow. The company operates from a strategically located 25,000 sq ft warehouse near major interstates, enabling efficient same-day and next-day fulfillment across Middle Tennessee. Its fleet of 10 late-model trucks and robust warehouse systems allow for high throughput with minimal downtime. A well-trained team of warehouse staff and drivers, combined with standardized SOPs and route optimization tools, ensures reliable service and operational consistency—reflected in the company’s five-year average EBITDA of over \$1.5 million.

Opportunities

Sales and Marketing Systems Tri-Star has achieved consistent growth primarily through referrals and repeat logistics contracts. By implementing structured sales processes, leveraging CRM systems, and building a focused marketing strategy, a buyer can expand into new industry verticals and geographic markets.

Management Team Day-to-day operations are still owner-led, especially in client acquisition and scheduling. Bringing in a general manager and formalizing dispatch and operations management would enhance scalability and reduce transition risk.

Facility

FACILITY OVERVIEW	Tri-Star operates from a secure and well-maintained distribution facility with dedicated office space, loading infrastructure, and warehouse automation systems designed for high-turn logistics. The space is leased and optimized for short-haul and regional delivery operations.
LEASE PAYMENT	\$13,750 per month triple net (NNN)
LEASE END DATE	December 31, 2027

Property

PROPERTY OVERVIEW	The property is in a light industrial park with proximity to major interstates, ideal for warehousing and freight operations. The building was renovated in 2019 and includes modern safety, lighting, and HVAC systems.
PROPERTY SIZE	1.9 acres (fenced, paved, truck-accessible)
BUILDING AREA	25,000 sq ft (22,000 sq ft warehouse + 3,000 sq ft office)
LOAN PAYMENT	N/A – Business leases the property; no real estate debt associated with the transaction

Current Owner Responsibilities

HOURS PER WEEK	30-35 hours
OWNER RESPONSIBILITIES	High-level oversight, customer relationships, and strategic planning. Key responsibilities include managing major client accounts, approving new contracts, reviewing financial performance, and coordinating with the operations manager on staffing and scheduling. Day-to-day logistics, dispatch, and warehouse functions are handled by existing staff. The owner does not perform delivery driving or physical warehouse labor.

Key Management and Employees

ROLE	DESCRIPTION	EMPLOYEE TYPE	POST SALE RETENTION
Operations Manager	Oversees dispatch, scheduling, warehouse coordination	FT	High
Lead Driver	Manages routes and ensures client satisfaction	FT	Moderate
Warehouse Supervisor	Supervises inventory, loading and safety procedures	FT	High
Officer Administrator	Handles billing, client communication, and scheduling	FT	High

Financials

	2024	2023	2022
GROSS REVENUE	8,200,000	7,400,000	6,800,000
COST & EXPENSES	6,768,796	5,880,268	5,253,601
EBITDA	\$1,622,294	\$1,685,755	\$1,822,723

FINANCIAL NOTES

Add backs to derive EBITDA were:

Owner Compensation Above Market Rate. The owner draws a salary and benefits package above what would be required to replace their duties with a general manager. The excess is added back to reflect normalized earnings.

Personal Vehicle and Fuel Expenses. Certain vehicle costs and fuel charges booked through the business are for the owner's personal use and are not necessary to operate the company.

One-Time Legal and Consulting Fees. Non-recurring legal and professional service expenses related to estate planning and tax restructuring were incurred in 2022 and are added back.

Travel and Meals. Personal or non-operational travel and meal expenses are excluded from adjusted EBITDA.

Depreciation and Amortization. These non-cash expenses are standard add-backs in earnings normalization and have been included in adjusted EBITDA.

Non-Operating Owner Benefits. Health insurance premiums and mobile phone plans for the owner and their family are included in expenses but are not essential for future operations.

Disclaimer: All data on this business is provided by the Seller for information purposes only, and no representations are made by Broker as to the accuracy of same. Broker has made no independent verification of the data contained herein. Buyer is advised to perform its own due diligence and seek the advice of professionals prior to purchasing the Business.

Adjusted Income Statement 2024

	STATEMENT	ADJUSTMENT	REVISED	NOTES
Fulfillment Services	4,200,000			
Final Mile Delivery	2,600,000			
Short-Term Storage	900,000			
Cross-Docking	500,000			
Total Revenue	\$8,200,000			
Driver Payroll	1,150,000			
Warehouse Payroll	950,000			
Fuel and Vehicle Maintenance	520,000			
Packaging and Supplies	300,000			
Total COGS	\$2,920,000			
Gross Profit	\$5,280,000			
Rent and Utilities	180,000			
Insurance (All Lines)	72,000			
Office and Admin	220,000			
Software & Tech	68,000			
Marketing	45,000			
Total Operating Expenses	\$585,000			
Net Income	\$1,431,204			
Owner Salary	95,000	95,000		Compensation above GM market rate
Owner Vehicle and Meals	37,000	37,000		Personal vehicle, travel, and meals
Depreciation	32,000	32,000		Non-cash accounting depreciation items
Owner Benefits	24,000	24,000		Owner/family health and 401k benefits
Adjusted EBITDA	\$1,622,294		\$1,622,294	

Adjusted Income Statement 2023

	STATEMENT	ADJUSTMENT	REVISED	NOTES
Fulfillment Services	3,900,000			
Final Mile Delivery	2,200,000			
Short-Term Storage	850,000			
Cross-Docking	350,000			
Total Revenue	\$7,300,000			
Driver Payroll	1,120,000			
Warehouse Payroll	890,000			
Fuel and Vehicle Maintenance	500,000			
Packaging and Supplies	280,000			
Total COGS	\$2,790,000			
Gross Profit	4,510,000			
Rent and Utilities	178,000			
Insurance (All Lines)	69,000			
Office and Admin	210,000			
Software & Tech	66,000			
Marketing	42,000			
Total Operating Expenses	\$565,000			
Net Income	\$1,519,732			
Owner Salary	92,000	92,000		Compensation above GM market rate
Owner Vehicle and Meals	35,000	35,000		Personal vehicle, travel, and meals
Depreciation	30,000	30,000		Non-cash accounting depreciation items
Owner Benefits	23,000	23,000		Owner/family health and 401k benefits
Adjusted EBITDA	\$1,685,755		\$1,685,755	

Adjusted Income Statement 2022

	STATEMENT	ADJUSTMENT	REVISED	NOTES
Fulfillment Services	3,700,000			
Final Mile Delivery	2,000,000			
Short-Term Storage	800,000			
Cross-Docking	300,000			
Total Revenue	\$6,800,000			
Driver Payroll	1,100,000			
Warehouse Payroll	860,000			
Fuel and Vehicle Maintenance	480,000			
Packaging and Supplies	270,000			
Total COGS	\$2,710,000			
Gross Profit	\$4,090,000			
Rent and Utilities	176,000			
Insurance (All Lines)	67,000			
Office and Admin	205,000			
Software & Tech	64,000			
Marketing	40,000			
Total Operating Expenses	\$552,000			
Net Income	\$1,546,399			
Owner Salary	90,000	90,000		Compensation above GM market rate
Owner Vehicle and Meals	34,000	34,000		Personal vehicle, travel, and meals
Depreciation	29,000	29,000		Non-cash accounting depreciation items
Owner Benefits	23,000	23,000		Owner/family health and 401k benefits
Adjusted EBITDA	\$1,822,723		\$1,822,723	

Equipment

DESCRIPTION	VALUE
2022 Freightliner M2 Delivery Truck	115,000
2021 Ford Transit Van	38,000
2019 Hino 268 Box Truck	42,000
Crown Electric Forklift Model SC 5200	26,000
Toyota Gas Forklift Model 8FGCU25	23,000
Warehouse Racking Systems (Pallet Flow & Selective)	85,000
RF Scanners and Barcode Printers (6 units)	12,000
Industrial Dock Plates and Yard Ramps	10,000
Warehouse Management Server & Software Setup	15,000
Office Furniture and Workstations (8 Desks)	8,000

The Buying Process

Interest

- Complete NDA
- Review Confidential Information Memorandum
- Buyer Submits LOI
- Seller Accepts LOI

Diligence

- Escrow established
- Meet with Seller
- Complete Due Diligence

Closing

- Finalize Financing and Lease
- Fund and Close

About the Broker



Joseph Steigman

Cell: 615-240-7901

Email: joe@legacy-eta.com

www.legacy-eta.com

[Instagram](#)

[Schedule a Call](#)

Nashville's Small Business Advisor, Joe brings years of experience in small business acquisitions and consulting. With a background that spans small business ownership, corporate consulting, and military service, he excels at uniting diverse stakeholders to facilitate high-quality transactions for both buyers and sellers.

Joe has owned and operated his own logistics business and currently serves as the Advisory Board Chair for a growing small business in the Pacific Northwest.

Before embarking on his business career, Joe served as a logistics officer in the U.S. Army, including 25 months of overseas deployment.

Photos

Photo below is a stock photo as an example. Actual CIMs will use actual photos of the business to highlight services, products, facilities, and equipment



Photos

Photo below is a stock photo as an example. Actual CIMs will use actual photos of the business to highlight services, products, facilities, and equipment

