



Our buyer is seeking to acquire either:

1. **Asset-light 3PL businesses with a warehousing and/or crossdocking component, and/or,**
2. **Non-asset freight brokerage operations that will help expand their current logistics capabilities.**

DESCRIPTION OF BUYER

Our buyer, backed by a **long-term hold** Canadian investment firm, focuses their efforts on warehousing & distribution while striving to be the best warehouse operator in the Western Canadian market. Acting primarily as a 3PL service provider, they have expanded their presence in Western Canada and currently operate 20+ warehouses with over 3.5 million square feet of space, servicing approximately 300 clients. The buyer is considered to be the largest regional provider of 3PL services in Western Canada and has diversified its capabilities to meet the needs of a wide variety of industry segments. The goal of upcoming acquisitions will be to expand their existing network to create a **national coast-to-coast warehousing and logistics platform**.

BENEFITS OF AN ACQUISITION

- Offers a fantastic opportunity to join in on the growing success of a larger, well-established organization in the Canadian warehousing & logistics market
- Allows for the potential to create a single-source distribution option across the country for multi-national and major clients while maintaining your local presence and own logo identity
- Enables a chance to grow your service offerings into other industry segments or verticals by leveraging the existing expertise of other member companies

ACQUISITION EXPERIENCE

The long-term hold investor backing this acquisition mandate has completed approximately 100 transactions since 2005 and currently has assets under management valued above \$4.5 billion.

SUMMARY OF SEARCH CRITERIA

- Asset-light 3PL warehouse operators or non-asset freight brokerages located in: British Columbia, Alberta and/or Ontario, Canada, especially in Greater Vancouver, Greater Calgary, Greater Edmonton, and Greater Toronto.
- Business focus: 3PL, Warehousing or freight brokers
- Size: \$20M - \$150M in annual sales
- Strong relationships with direct customers and recurring revenue base
- Dedicated employee teams ready for adopting a growth mindset



CONTACT INFORMATION

Nicholas Somos, Director - M&A, Vice President
nick@leftlaneassociates.ca
Mobile: 647-223-8381 Office: 416-551-6651 ext: 4
leftlaneassociates.ca