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Executive Summary Package For EC Transportation Inc.
Located in Greenville, South Carolina
September 13, 2016

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Business Description

EC Transportation is an independent tractor-trailer transportation and distribution company headquartered in Greenville, SC. EC was founded by Jim Eskew in 1996. EC Transportation focuses on regional contract tractor-trailer transportation assignments within two hundred miles from Greenville, South Carolina. The Owner is engaged in the business, but 90% is done mobile from his home in Charleston, SC. The Owner is selling the business to retire. The seller will provide a training and transition period after the sale. No real estate is being sold with the business this is a "stock" sale only. Assets have been fully depreciated. The company could be relocated to any terminal or yard of the buyer's choosing. Currently the company is located in a very economical location with a secure yard and office space to accommodate day to day operations close to Interstate 85 in Greenville County, SC.

Potential Buyers

Buyers of this great, established small business will be anyone with trucking management experience or larger trucking companies looking to expand their current footprint. Buyers interested in a career change without trucking experience will also be considered, but this may require a longer transition period and compensation to the seller for the extra time necessary to train someone not familiar with the trucking industry.

Other Details

Asking Price:

\$450,000

Owner Financing: Potential owner financing with down payment for credit worthy purchaser.

Gross Income:

2016: \$825,037

2015: \$892,271

2014: \$940,607

Cash Flow: \$167,406

FF&E:

\$170,000 +/- Includes 22 transport trailers and one tractor at fair market cost.

Inventory:

\$0

Real Estate:

Not included (Office and yard are leased on a month-to-month basis).

Year Established:

1996

Employees:

5

Business Type:

Transportation/ trucking

* included in the asking price

Detailed Information**Facilities:**

Sale includes month to month lease of an office an secure lot located near Interstate 85 in Greenville County, SC. Includes a secure yard for parking tractor truck and trailers and several office adequate for operation of business.

Level of Competition:

A specialized niche carrier, mainly dedicated loads.

Growth/Expansion:

Alot of expansion opportunities. Currently owner is operating completely absentee. New owner could act as Owner/ Director with a great salary. Existing owner derives a great income from business while completely absentee. Business could create a website to help in growth of business.

Other Information: The company now operates 4 tractors, at one time we operated 26 tractors and did business in 48 states. Due to various circumstances, I have reduced the company to the present level and now operate in 3 states. We have done business with our present customers for 5 years or longer and we have an excellent relationship with each one. We pride ourselves on providing services that most carriers will not, and we primarily handle daily dedicated loads which helps in planning.

The potential for growth is great, even within the current customer base or filling empty lanes. This is an excellent start- up company, or easily merged into an existing company without increasing infrastructure costs.

Support/Training:

Negotiable

Reason Selling:

Owner Retiring

Employee List/ Rates (2016)

Driver wages: \$.40 - .42 per mile; or \$18.00 per hour for local work, plus benefits.