



OBJECTIVE | CAPITAL

Transportation &
Logistics
Active Acquirer Report

AUGUST 2019

ACTIVE ACQUIRER REPORT | TRANSPORTATION & LOGISTICS

Objective Capital Partners is pleased to present its Transportation & Logistics Active Acquirer Report for Q3 2019.

Whether preparing for sale or strategizing for future exit options, knowing the active acquirers and investors within your industry niche is an important factor to achieving your transaction goals. Decades of experience and tenacious advocacy for our clients has allowed us to create and maintain relationships with active acquirers and investors in our industries of focus.

We have included recent acquirer trends, strategic insights including key investment drivers, transaction information, and a list of active buyers, to help you stay ahead in this dynamic and constantly evolving industry. Within the following summary report, we highlight a larger strategic acquirer, a mid-sized strategic acquirer, and one private equity firm that have been active in the space. We hope you will find this report to be informative and that it serves as a valuable resource to you in staying abreast of the market. If there is additional content you would find useful for future updates, please don't hesitate to call or email us with your suggestions. We look forward to staying in touch with you.

Regards,



Trever Acers*
Managing Director

3636 Nobel Drive, Suite 160
San Diego, CA 92122
trever.acers@objectivecp.com
(858) 663-8662

Additional Business Services Contacts

Channing Hamlet*
Managing Director
channing.hamlet@objectivecp.com
(310) 570-2721

Michael Kim*
Managing Director
michael.kim@objectivecp.com
(858) 264-6580

*Registered Representative of BA Securities, LLC.

Business Services Industry Sectors

Building | Human Capital | Insurance | IT | Transportation & Logistics



ACTIVE ACQUIRERS | TRANSPORTATION & LOGISTICS

WABCO (NYSE: WBC)

WABCO Holdings Inc is a producer of car and truck safety and efficiency technologies. The product lineup includes driver assistance systems, brake and stability control systems, brake chambers, suspensions, emission control systems, and fleet management systems. The products are developed for cars, buses, trailers, trucks, and utility vehicles.

Strategic Focus

Originally a producer of vehicle components, WABCO has both expanded on its product mix in that category and branched out into other logistics technologies. Software acquisitions with regards to transportation are a staple of WABCO's investments. The Company is looking to invest in any technology, global or local, that would allow it to continue to build on its stock of fleet and transportation systems offerings.

[Recent Acquisitions: Laydon Composites, MICO, Transics International](#)



Daseke (NAS: DSKE)

Daseke Inc provides transportation and logistics solutions. The company is focused exclusively on flatbed and specialized freight in North America. It has two reportable segments: Flatbed Solutions and Specialized Solutions.

Strategic Focus

While companies like Wabco focus on acquiring components and software to add to a more complete, saleable product, Daseke prefers to focus on acquisitions from the perspective of a services provider. The Company uses its portfolio of investments like an interconnected network. Each company has a senior executive team, but often works with other portfolio companies to ensure the best solutions for customers. With that in mind, Daseke is looking to acquire firms that provide additional solutions that none of their current investments in the transportation solutions space are able to.

[Recent Acquisitions: Builders Transportation, Leavitt's Freight Service, Tennessee Steel Haulers](#)



The Jordan Company

The Jordan Company is a private equity firm that specializes in buying and building businesses in partnership with management and provides liquidity for owners, capital for corporate growth and equity opportunities for key management. The firm seeks to invest in a variety of sectors including, but not limited to, aerospace, defense, automotive, etc.

Strategic Focus

Having completed over 160 add-on acquisitions to date, The Jordan Company (or "TJC") is a seasoned PE firm with over \$10 billion in AUM. With regards to transportation and logistics, TJC is seeking additional add-ons in the services subsector of the space. TJC's goal is to consolidate management where possible to increase returns.

[Recent Acquisitions: AFF Global Logistics, Circle 8 Logistics, Our Freight Guy](#)



Report data sourced from Pitchbook

BUYERS LIST | TRANSPORTATION & LOGISTICS

While we have chosen to highlight three relevant acquirers above, there are numerous active buyers in the space that you should be aware of.

Strategic Acquirers

ArcBest
Keen Transport
USA Truck
Scott Logistics
Mullen Group
Daseke
Wabco
Universal Logistics Holdings
Covenant Transportation Group
Saia
Heartland Express
USA Truck
Evans Network of Companies
Old Dominion Freight Line
ENTREC
VRL Logistics
Schilli Corporation
P.A.M. Transportation Services
United Parcel Service
AIT Worldwide Logistics
XPO Logistics
FedEx
DB Schenker

Private Equity Investors

The Jordan Company
Audax Group
Wind Point Partners
ABRY Partners
AEA Investors
CI Capital Partners
First Reserve
One Equity Partners
Platinum Equity
Susquehanna Growth Equity
ATL Partners
Five Points Capital
Greenbriar Equity Group
Hidden Harbor Equity Partners
Ridgmont Equity Partners
Gryphon Investors
Genstar Capital
A&M Capital
American Industrial Partners
American Infrastructure Funds

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