

Topsail Capital Advisors is pleased to present the exclusive opportunity to acquire a well-established regional tanker transportation company specializing in the shipment of liquid chemical products across the Eastern United States. Founded in 2005 and headquartered in Upstate South Carolina, this family-owned company has built a strong reputation for safety, operational excellence, and customer service within a mission-critical industry segment.

With a dedicated fleet of 38 tankers and 11-13 drivers, the Business serves a diverse customer base across a broad geographic footprint and maintains a niche focus solely on chemical transport — not food-grade — allowing for strong compliance and operational specialization.

Investment Highlights

- **Niche Market Focus:** 100% of revenues are derived from the transportation of liquid chemical products, enabling the Business to maintain highly specialized equipment, safety protocols, and customer relationships.
- **Strong Asset Base:** The Business owns 38 tankers. The tankers have an estimated fair market value of \$2.2M+, supporting both balance sheet strength and scalability.
- **Scalable Operating Model:** With minimal owner involvement and an experienced management team in place, the Business is well-positioned for seamless transition and scalable growth under new ownership.
- **Resilient Revenue Base:** Despite recent driver turnover impacting topline performance, the Business has fully restaffed and regained positive growth momentum entering 2025.
- **Recurring Customer Demand:** Longstanding customer relationships and consistent route volume provide a reliable revenue stream.

Strategic Growth Opportunities

- **Capacity Optimization:** Immediate upside through route expansion and backhaul monetization.
- **Asset Leverage:** Existing infrastructure supports revenue growth without immediate capital investment.
- **Industry Tailwinds:** The chemical transportation industry continues to benefit from steady demand, tightening safety regulations, and driver specialization barriers.

Year	Revenue	EBITDA
2021	\$4,572,694	\$968,819
2022	\$4,665,180	\$1,316,644
2023	\$3,715,701	\$829,294
2024	\$3,350,956	\$543,775

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