



## CASE STUDY: PROJECT OTD24

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# STS DELIVERS EXCEPTIONAL SALE TO DREAM BUYER, TRIPLING INDUSTRY STANDARDS

STS successfully closed a compelling deal for a well-established regional market leader of trucking, warehousing, and wholesale grocery solutions, delivering a 120% increase over the client's prior offer.

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OVER CLIENT'S  
PRIOR OFFER

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## ABOUT THE CLIENT

The client was a strategically located multi-site cold and dry storage warehouse with excess capacity and an experienced team running the business day-to-day with minimal oversight. The founder wanted to retire, and the remaining shareholders lacked the appetite to grow the business. STS was engaged to lead the client to an Extraordinary Exit™.

## STS APPROACH

STS conducted a comprehensive outreach to key strategics already operating in the trucking, warehousing, and grocery wholesaler segments, as well as players in adjacent verticals who might value our client's unique offering. There was a high level of interest from strategic and financial buyers, with our client's dream buyer ultimately proving to be the best strategic fit.

## THE END RESULT

Through strategic negotiation, STS was able to increase the final offer by 120% over the buyer's original offer, despite a significant drop in EBITDA, ultimately securing a 100% cash transaction at closing. The strategic acquirer was a long-standing customer who was willing to pay a premium to realize tremendous supply chain synergies for their business. The acquirer retained the core management team and continued to operate the business on a standalone basis, leading to a smooth transition post-closing.

**For more information on how STS Capital Partners can assist in selling your business and make an Extraordinary Exit possible, please contact [ExpertGuides@stscapital.com](mailto:ExpertGuides@stscapital.com) or visit [stscapital.com](http://stscapital.com).**