



TransFunds
Investment Banking

Is It Still Worth It?

Selling or keeping your company is both a business decision and a lifestyle decision. **TransFunds** has helped many owners through the process, and we urge you to consider the following:

Business factors:

-  Trucking is risky: the general economy, competitive pressures and fuel prices can quickly erase profitability. Moreover, if you happen to be involved in a major accident, you can quickly be out of business overnight.
-  Transportation Companies are highly capital intensive and your company may not be generating a significant return on investment for the amount of risk assumed.
-  Transportation Companies belong to a mature industry. Once your sales and cash flow become static, the business value crystalizes and you may simply be working very hard on an asset that is not increasing in value.
-  The Transportation Industry is people-intensive and the competition for good people is extremely fierce further reducing the ability of owners to grow their business organically.
-  You may be risking a forced sale at “distress” prices if you or your partner or key people encounter unexpected health problems.
-  Second/third generation may not be interested in carrying it on for another generation or don't have the skills to run it or grow the business.
-  You could be better off if you sold the company, and traded the business risk of ownership for a stable, secure investment income from the sale proceeds at a higher rate of return with much lower risk.

Personal factors:

-  Reduce Stress: letting go of the stress of owning and managing a business in a changing world.
-  Freedom: finally having the time and money to do things you always dreamed of.
-  Family time: most owners have to keep sacrificing family time due to business demands.

So, is it still worth it?

To find out, give us a call at 905-332-8841. We can arrange a confidential assessment and explore your options.