



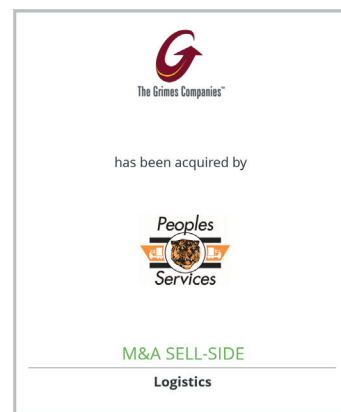
LOGISTICS

Deal flash, August 2018

SALE OF A PREMIUM 3PL LOGISTICS COMPANY

Deal snapshot

- The shareholders of The Grimes Companies, Inc. have sold the company to Peoples Services, Inc.
- The Grimes Companies, founded in 1972 and headquartered in Jacksonville, Florida, is a major southeastern third-party logistics (3PL) provider with warehousing, asset and non-asset based transportation, packaging, distribution and staffing services. The company offers clients full 3PL logistics and supply chain management services on a regional, national and global scale.
- Peoples Services is a third-generation, family-owned company that traces its history to 1914 when it operated in Massillon, Ohio, as a moving and storage company. In 1993, Peoples Services established its headquarters in Canton, Ohio. In 2002 and 2003, two more companies were acquired. The firm also acquired Terminal Warehouse in 2010, doubling the size of the company. In 2013, Peoples Services purchased Central Warehouse Operations, which had two locations in Michigan and one in Ohio, and, in 2015, the company purchased Style Crest Logistics with eight locations in the Fremont, Ohio, area.



What our client said



Tommy L. Grimes, Founder and Chairman, The Grimes Companies, Inc., USA

"Oaklins' team in Jacksonville was instrumental in conducting an effective and competitive transaction process that resulted in an ideal strategic partner. They proved to be extremely helpful to us during the many stages of the process of selling our company, and I am confident that The Grimes Companies will continue delivering exceptional service and quality products to its customers. We thank the team for their expert guidance and dedicated service from start to finish."

Our role in the transaction

Oaklins' team in Jacksonville advised the shareholders of The Grimes Companies in a structured asset sale to a strategic buyer who invested in the existing management team to expand its growth into the southeastern United States.



Market trends and deal drivers

- Demand for 3PL is heavily related to the factors that drive freight volumes and logistics outsourcing, such as consumer spending, industrial output and trade. An increase in consumer spending raises retail sales and boosts production from manufacturers.
- Rising trade value not only intensifies freight volume, but the complexity of the process also results in heightened demand for many 3PL services. Outsourcing is also a key factor. The need for efficient and timely deliveries based on clients' intricate global supply chains makes it hard for companies to manage logistics internally.
- The Grimes Companies provides a broad set of services to handle the entirety of its clients' logistics needs, including brokerage, transport, storage, packaging and staffing. This enables the company to be responsive to its clients' ever-changing requirements.

M&A valuation aspects

- As a leading 3PL provider in the fastest-growing region of the US, The Grimes Companies is well-positioned to handle greater demand and provide a growth opportunity for investors entering the southeastern market.
- Strategic investors were attracted to a seasoned management team using a clear growth strategy to provide a turnkey acquisition opportunity.

Oaklins industry specialist



✉ **Don Wiggins**, Practice Leader Logistics, Oaklins, USA

Don has extensive experience in the industry. He provides strategic consulting, exit advice, and sell-side and buy-side transaction services to logistics clients, including distribution, storage, trucking, moving, rail service providers, local delivery and logistics technology. He has completed significant transactions for a wide variety of logistics companies with both strategic acquirors and private equity buyers. In addition, he has provided strategic advice, valuation and related services to more than 200 logistics companies over more than 30 years. Notable clients he has worked with include Drummac Inc., Atlantic Quality Parts and CWF.

OAKLINS HAS CLOSED 135 DEALS IN LOGISTICS

Oaklins is the world's most experienced mid-market M&A advisor, with 700 professionals globally and dedicated industry teams in 40 countries worldwide. We have closed over 1,500 transactions in the past five years.