

# *T and LA*

## *Transportation and Logistics Advisors, LLC*

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Our transition into TandLA is now complete. Our new consulting practice is running smoothly and private equity is playing a significant role.

About ten years ago we began assisting private equity clients. Up until that time, our work was solely assisting large transportation-related operating companies, helping them with strategic decisions – such as growth, pricing, capital investments, operations, and cost take out. Since that time, our PE work has steadily grown and is now a significant portion of our work. Our scope has also expanded. We began assisting PE's post-LOI, developing and presenting diligence reports to assist in raising debt.

Today our role has expanded to include supporting PE's in:

- Select analyses and assessments prior to final bids
- Post acquisition strategy development, working closely with both PE's and management teams to identify growth opportunities
- Traditional operating company subjects – add-on acquisitions, capital investment decisions, marketing/pricing/new service development, cost take-out, and “fix when broken”
- Pre-sale strategy, focusing on what strategic buyers value, how it aligns with the pre-sale company, and options to reposition the company
- Pre-sale market and competitive assessments to share with potential bidders, to build stronger convictions about entering the process or more aggressively pursuing the company.

Our PE assignments have spanned the transportation and logistics industry, from traditional rail and trucking, to third-party logistics, truckload and LTL brokerage, transportation management, transportation equipment and supply, small package and express, eCommerce and eFulfillment, transportation technology/systems, barge and maritime, international trade, warehousing and distribution, and multiple niche transport and distribution models.

Thank you for your confidence in our team. We look forward to continuing to assist PE clients in the transport industry.

Sincerely,  
Lee A. Clair  
Managing Partner  
Transportation and Logistics Advisors, LLC  
[www.TandLA.net](http://www.TandLA.net)  
312-961-4403