



TRANSPORTATION COMPANY GROWS FLEET & MANAGES EQUIPMENT LIFECYCLE WITH HELP FROM CCG



Founded in 2016, this fast-growing transport company, that specializes in the distribution of refrigerated products, had plenty of contracts but had trouble getting financing to purchase new trucks and trailers to grow even more.

Overview

EBT Logistics hauls refrigerated products, mainly fresh produce, from Mexico and distributes them across the U.S. Their goal is to deliver the product as quickly as possible to ensure flavor and freshness for their clients. To this end, they run team drivers in nearly all their trucks which results in putting a lot of miles on those trucks.

They almost exclusively purchase new trucks and reefer trailers and had financed purchases through their bank. During COVID there was so much uncertainty in the marketplace, their bank was unwilling to lend additional money to purchase additional trucks and trailers, despite tremendous demand and increasing orders.

“Our relationship with CCG has evolved into more of a partnership than just a regular customer-vendor relationship and it continues to grow.”

Juan Jose (JJ) DeLeon
President, EBT Logistics

Solution and Results

While purchasing new trucks during the pandemic, EBT Logistics learned of CCG from their equipment dealer. The CCG sales manager met with them to understand their business needs. In addition to providing loans for the purchase of new equipment, CCG has customized the financing to align with EBT’s equipment lifecycles, helping them improve long-term cash flow and get optimal utilization of their trucks and trailers.

Having access to capital has helped EBT forecast better for their customers, as they can plan when to buy and sell trucks and trailers and better understand their long-term need for equipment.

Prior to working with CCG, the company had approximately 60 trucks and 100 drivers. They now have 180 trucks and 300 drivers. And even with their fast growth, they’ve been able to achieve and maintain a 98% on-time delivery rate, solidifying their customer relationships and fueling their growth.

Equipment: OTR Trucks and Reefer Trailers

Industry: Transportation/Distribution

Location: Southwest

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CS_Trans_2023_11