

WHY FREIGHT SOLUTIONS' COO RECOMMENDS TOP TALENT FOR MERGERS & ACQUISITIONS

FREIGHT SOLUTIONS WANTED TO GROW

Established in 2011 as a logistics company specializing in Full Truckload services, Freight Solutions transports freight through the 48 contiguous states, Canada, and Mexico. With long-term customers on their side, the company's leadership wanted to grow and expand capabilities, so they set out to find a company they could acquire.

GAME CHANGING THOUGHT

When Top Talent's Mike Monson became involved, he asked Freight Solutions' COO, Kevin Rufo, if they had considered selling instead of buying to achieve their goals. Rufo said, "**That was a game changer. It changed our outlook on our growth plan, and we changed gears.**" Rufo continues to work with and recommend Top Talent and insists others "would have better results if they used Top Talent for their mergers and acquisitions."

THE RESULTS | WHY FREIGHT SOLUTIONS RECOMMENDS TOP TALENT

- 1. They provide an excellent customer experience.** "Mike is all professional. I appreciate Mike and his loyalty to his customers."
- 2. They get the importance of cultural alignment.** "eShipping's beliefs were just like ours—God first, family, and job. When we got into it more, we talked to more and more people—carriers, customers, etc. It all lined up."
- 3. They make the process go smoothly.** "We started in October of last year and also moved our company, had the holidays, did due diligence and still closed February 1."
- 4. They are dedicated.** "It was very personal to him, and he wanted to make sure we made the right decisions and was alongside us the whole time. He didn't back down or didn't roll over when tough questions came. He had our back the entire time."

If you are thinking of selling, make Top Talent your top choice.

Call Mike at **317-650-3101**