


Chicagoland-Quad Cities Express, Inc.



CCC

1 year PD
9.02% to 14.87%

Headquarters	Bridgeview, IL	U.S.
Type	Private (Non-PE)	
Employees	<50	
Year Founded	1969	
Website	https://chicagolandwarehouse.com/	
Business	Warehousing and transportation for specialized goods.	
Revenues	\$10.5M	

Company Overview

- Company Overview:** Chicagoland-Quad Cities Express, Inc. is a logistics company specializing in warehousing and transportation services.
- Product:** They provide temperature-controlled and hazardous material storage, inventory management, and online inventory tracking. In addition, they specialize in short-haul trucking (75-mile radius), with a fleet of 7 power units and 5 drivers. They use Electronic Data Interchange (EDI) and WMS systems for real-time tracking and logistics coordination.
- Customers:** Likely serves manufacturers and distributors of specialized goods. Receivables rose significantly (+247%), raising concerns about revenue dependency on a few key customers.
- Ownership:** A privately held, women-owned business led by President Terri Ann Wintermute, with no disclosed sponsor or parent entity.
- Debt Structure:** No long-term debt, nor interest expenses were reported.
- Basis for Assessment:** Company prepared, unaudited, and uncommented 2023/24 balance sheets and income statements.
- Other (pros/cons):** Profitability decline (negative EBITDA Margin) due to rising costs - mainly rental expense increase by ~\$1.1mn with barely any growth in revenue or operational efficiency. Strong liquidity offsets short-term risks, but rising ARs (+250% YoY) raises questions about inefficiency in collecting or looming customer defaults/concentrations. The entity seems to be free of long-term debt, although negative EBITDA is limiting financial flexibility. They underwent CH11 procedures in 2009. In 1/25 they signed a 140k sqft lease to consolidate operations, possibly addressing rent concerns. Customer concentration risk and regulatory compliance as other single event risk concerns. Small entity size increases empirical default risk.

Financial Snapshot

	Mar-22	Mar-23	Mar-24	Chg
\$ '000s	T12	T12	T12	%
Total Revenue	-	10,200	10,460	2.5%
Gross Profit	-	10,200	10,460	2.5%
Adjusted EBITDA	-	279	(183)	-165.5%
Gross Profit Margin	-	100.0%	100.0%	0.0 ppt
EBITDA Margin	-	2.7%	-1.7%	-4.5 ppt
Net Income	-	164	(237)	-244.7%

				Weight	Rating Range		
				75%	6.0	to	7.5

Financial Ratio Benchmarking

# of Benchmarks:	81	Industry Median	Company Metric	Percentile Rank	# of Industry Benchmarks	81
		\$22M	\$10M		Company Financials Date	
					Mar-24	
Liquidity	Revenue				Industry Benchmarks - Primary: Diversified Support Services	
	Current Ratio	2.30	6.86	<div></div> 100%		
	Quick Ratio	1.50	6.86	<div></div> 100%		
Leverage	Net Debt / EBITDA	0.27	n/a	<div></div> 0%		
	Debt to Assets	16.6%	10.5%	<div></div> 63%		
Profitability	EBITDA Margin	12.5%	-1.7%			
	ROCE %	18.0%	-11.6%			

Business Risk

Industry Group Risk Profile				Business And Consumer Services	20%	4.0	to	5.0
Industry Risk Assessment		KPI Rating	Contribution	Industry Group Description				
Cyclicality		Intermediate risk	<div></div>	Primary revenues from offering solutions for noncore activities or providing varied business and consumer services, including: services for direct consumer needs; product distribution services; facilities services for maintaining other businesses' premises or staffing; and general and professional services for complex business support.				
Competitive Risk		Intermediate risk	<div></div>					
Global Industry		Intermediate risk	<div></div>					
Market Segment Outlook		Declining	<div></div>					
Competitive Position Profile				Logistics	50%	5.5	to	7.0
Competitive Position KPIs		KPI Rating	Contribution	Rating Guideline				
Cycle-Tested		< 2000	<div></div>	Navigated multiple economic down-cycles.				
Number of Tractors (or vehicles)		Weak	<div></div>	<50 tractors, limited operational scale.				
Customer Concentration		Satisfactory	<div></div>	Moderate customer concentration. Top 5 customers 40-60% of total sales.				
Average Customer Contract Term		Satisfactory	<div></div>	6-12 months, providing some level of revenue predictability.				
On-time Delivery		Satisfactory	<div></div>	Industry standard on-time delivery rate. Average routing and scheduling processes.				
Fleet Maintenance		Satisfactory	<div></div>	Average fleet maintenance, occasional vehicle breakdowns.				
Technological Capabilities		Strong	<div></div>	High-tech logistics management with real-time tracking and data.				
Regulatory Compliance		Above Average	<div></div>					
Service Diversification		Above Average	<div></div>					
Management, Governance, Sponsorship					30%	4.5	to	5.5

Anchor Modifiers

Modifiers			
Revenue Segment	Normalization	<div></div>	\$10-25M
Trend Analysis	Adjustment	<div></div>	Strong Negative
Financial Flexibility	Adjustment	<div></div>	Above Average
Fixed Cost Coverage Risk	Risk Flag	<div></div>	FCCR of 0.91x
Other Modifier	Risk Flag	<div></div>	No Notes to Financials

Rating Range (Rounded)

3.5 to 4.5

(2.3) to (2.1)