

Acquisition Criteria

A long-term owner for cross-border supply-chain businesses. Beginning with U.S. customs brokerage, with closely related cross-border trade services also in scope.

SECTOR	U.S. customs brokerage first. Then adjacent services: freight forwarding, warehousing and fulfillment, and trade compliance.
SIZE	\$500K to \$2M EBITDA. Smaller situations considered when the fit is strong.
DEMAND	Recurring B2B demand from a diversified base of importers, with limited customer concentration.
BOOKS	Clean financials and revenue that is straightforward to explain.
OWNER	Founder-led or family-owned, with an owner considering succession, retirement, a phased handover, seller financing, or rollover.
CONTINUITY	Key employees and licensed brokers who can support customer relationships, compliance, and day-to-day continuity.
GEOGRAPHY	U.S.-based, with a preference for businesses serving importers with meaningful international flows.

THE OPERATOR

Rajan Devnath has spent more than a decade building and leading international operations across Asia and North America, including cross-border logistics, fulfillment, freight, warehousing, and customs. Based in Toronto, working across North America and Asia.

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Conversations are confidential. If you are a broker or advisor, relevant introductions are always welcome.