

RADIANT LOGISTICS, INC  
Form 10-Q  
November 12, 2010

SECURITIES AND EXCHANGE COMMISSION  
WASHINGTON, D.C. 20549

FORM 10-Q

QUARTERLY REPORT UNDER SECTION 13 OR 15(D) OF THE SECURITIES EXCHANGE ACT OF 1934

For the quarterly period ended: September 30, 2010

TRANSITION REPORT UNDER SECTION 13 OR 15(D) OF THE SECURITIES EXCHANGE ACT OF 1934

For the transition period from \_\_\_\_\_ to \_\_\_\_\_

Commission File Number: 000-50283

RADIANT LOGISTICS, INC.  
(Exact Name of Registrant as Specified in Its Charter)

Delaware  
(State or Other Jurisdiction of  
Incorporation or Organization)

04-3625550  
(IRS Employer Identification No.)

405 114th Ave S.E., Bellevue, WA 98004

\_\_\_\_\_  
(Address of Principal Executive Offices)

(425) 943-4599

\_\_\_\_\_  
(Issuer's Telephone Number, including Area Code)

N/A

\_\_\_\_\_  
(Former Name, Former Address, and Former Fiscal Year, if Changed Since Last Report)

Indicate by check mark whether the registrant (1) has filed all reports required to be filed by Section 13 or 15(d) of the Exchange Act during the past 12 months (or for such shorter period that the registrant was required to file such reports), and (2) has been subject to such filing requirements for the past 90 days. Yes  No

Indicate by check mark whether the registrant has submitted electronically and posted on its corporate Web site, if any, every Interactive Data File required to be submitted and posted pursuant to Rule 405 of Regulation S-T (§232.405 of this chapter) during the preceding 12 months (or for such shorter period that the registrant was required to submit and post such files). Yes  No

Indicate by check mark whether the registrant is a large accelerated filer, an accelerated filer, a non-accelerated filer, or a smaller reporting company. See definitions of large accelerated filer, accelerated filer and smaller reporting company in Rule 12b-2 of the Exchange Act. (Check one):

Edgar Filing: RADIANT LOGISTICS, INC - Form 10-Q

Large accelerated filer  Accelerated filer   
Non-accelerated filer  Smaller reporting company   
(Do not check if a smaller reporting company)

Indicate by check mark whether the registrant is a shell company (as defined in Rule 12b-2 of the Exchange Act). Yes  No

There were 29,782,721 issued and outstanding shares of the registrant's common stock, par value \$.001 per share, as of November 12, 2010.

1

---

RADIANT LOGISTICS, INC.

TABLE OF CONTENTS

PART I. FINANCIAL INFORMATION

Item 1.	Condensed Consolidated Financial Statements - Unaudited	
	Condensed Consolidated Balance Sheets at September 30, 2010 and June 30, 2010	3
	Condensed Consolidated Statements of Operations for the three months ended September 30, 2010 and 2009	5
	Condensed Consolidated Statement of Stockholders' Equity for the three months ended September 30, 2010	6
	Condensed Consolidated Statements of Cash Flows for the three months ended September 30, 2010 and 2009	7
	Notes to Condensed Consolidated Financial Statements	9
Item 2.	Management's Discussion and Analysis of Financial Conditions and Results of Operations	20
Item 4.	Controls and Procedures	29

PART II OTHER INFORMATION

Item 2.	Unregistered Sales of Equity Securities and Use of Proceeds	29
Item 6.	Exhibits	30

RADIANT LOGISTICS, INC.  
Condensed Consolidated Balance Sheets  
(unaudited)

	SEPTEMBER 30, 2010	JUNE 30, 2010
<b>ASSETS</b>		
Current assets:		
Cash and cash equivalents	\$ 900,219	\$ 682,108
Accounts receivable, net of allowance of \$600,118 and \$626,401, respectively	23,770,163	21,442,023
Current portion of employee loan receivable	13,600	13,100
Current portion of station and other receivables	104,947	195,289
Prepaid expenses and other current assets	1,094,858	1,104,211
Deferred tax asset	373,791	402,428
Total current assets	26,257,578	23,839,159
Furniture and equipment, net	879,907	881,416
Acquired intangibles, net	1,774,374	2,019,757
Goodwill	1,011,310	982,788
Employee loan receivable, net of current portion	38,000	38,000
Station and other receivables, net of current portion	163,614	151,160
Investment in real estate	40,000	40,000
Deposits and other assets	183,134	153,116
Deferred tax asset – long term	253,099	106,023
Total long term assets	3,463,531	3,490,844
Total assets	\$ 30,601,016	\$ 28,211,419
<b>LIABILITIES AND STOCKHOLDERS' EQUITY</b>		
Current liabilities:		
Accounts payable and accrued transportation costs	\$ 16,951,221	\$ 16,004,814
Commissions payable	2,681,013	2,119,503
Other accrued costs	661,335	538,854
Income taxes payable	308,090	76,309
Due to former Adcom shareholder	555,977	603,205
Total current liabilities	21,157,636	19,342,685
Long term debt	7,741,719	7,641,021
Other long term liabilities	487,965	439,905
Total long term liabilities	8,229,684	8,080,926
Total liabilities	29,387,320	27,423,611

RADIANT LOGISTICS, INC.  
Condensed Consolidated Balance Sheets (continued)  
(unaudited)

	SEPTEMBER 30, 2010	JUNE 30, 2010
Stockholders' equity:		
Radiant Logistics, Inc. stockholders' equity:		
Preferred stock, \$0.001 par value, 5,000,000 shares authorized; no shares issued or outstanding	-	-
Common stock, \$0.001 par value, 50,000,000 shares authorized, 29,894,421 and 31,273,461 shares issued and outstanding, respectively	16,157	16,157
Additional paid-in capital	8,163,178	8,108,239
Treasury stock, at cost, 4,807,539 and 3,428,499 shares, respectively	(1,354,087)	(936,190)
Retained deficit	(5,684,003)	(6,466,946)
Total Radiant Logistics, Inc. stockholders' equity	1,141,245	721,260
Non-controlling interest	72,451	66,548)
Total stockholders' equity	1,213,696	787,808
Total liabilities and stockholders' equity	\$ 30,601,016	\$ 28,211,419

The accompanying notes form an integral part of these condensed consolidated financial statements.

RADIANT LOGISTICS, INC.  
Condensed Consolidated Statements of Operations  
(unaudited)

	THREE MONTHS ENDED SEPTEMBER 30,	
	2010	2009
Revenue	\$ 46,361,057	\$ 34,028,336
Cost of transportation	32,242,361	23,479,447
Net revenues	14,118,696	10,548,889
Agent commissions	9,832,460	7,455,206
Personnel costs	1,557,160	1,422,397
Selling, general and administrative expenses	1,063,282	1,096,273
Depreciation and amortization	325,258	409,781
Total operating expenses	12,778,160	10,383,657
Income from operations	1,340,536	165,232
Other income (expense):		
Interest income	5,809	1,184
Interest expense	(42,242)	(56,508)
Other	26,286	98,309
Total other income (expense)	(10,147)	42,985
Income before income tax expense	1,330,389	208,217
Income tax expense	(505,543)	(71,127)
Net income	824,846	137,090
Less: Net income attributable to non-controlling interest	(41,903)	(21,040)
Net income attributable to Radiant Logistics, Inc.	\$ 782,943	\$ 116,050
Net income per common share – basic and diluted	\$ .03	\$ .00
Weighted average shares outstanding:		
Basic shares	30,471,061	33,367,940
Diluted shares	30,723,861	33,548,186

The accompanying notes form an integral part of these condensed consolidated financial statements.



RADIANT LOGISTICS, INC.  
Condensed Consolidated Statement of Stockholders' Equity  
(unaudited)

	RADIANT LOGISTICS, INC. STOCKHOLDERS						NONCONTROLLING STOCKHOLDERS'	TOTAL EQUITY
	COMMON STOCK SHARES	ADDITIONAL PAID-IN CAPITAL	TREASURY STOCK	RETAINED DEFICIT	NONCONTROLLING INTEREST	STOCKHOLDERS'		
Balance at June 30, 2010	31,273,461	\$ 16,157	\$ 8,108,239	\$ (936,190)	\$ (6,466,946)	\$ 66,548	\$ 787,808	
Repurchase of common stock	(1,379,040)	-	-	(417,897)	-	-	(417,897)	
Share-based compensation	-	-	54,939	-	-	-	54,939	
Distribution to non-controlling interest	-	-	-	-	-	(36,000)	(36,000)	
Net income for the three months ended September 30, 2010	-	-	-	-	782,943	41,903	824,846	
Balance at September 30, 2010	29,894,421	\$ 16,157	\$ 8,163,178	\$ (1,354,087)	\$ (5,684,003)	\$ 72,451	\$ 1,213,696	

The accompanying notes form an integral part of these condensed consolidated financial statements.



RADIANT LOGISTICS, INC.  
Condensed Consolidated Statements of Cash Flows  
(unaudited)

	THREE MONTHS ENDED SEPTEMBER 30,	
	2010	2009
<b>CASH FLOWS PROVIDED BY (USED FOR) OPERATING ACTIVITIES:</b>		
Net income	\$ 782,943	\$ 116,050
<b>ADJUSTMENTS TO RECONCILE NET INCOME TO NET CASH PROVIDED BY (USED FOR) OPERATING ACTIVITIES:</b>		
non-cash compensation expense (stock options)	54,939	54,207
amortization of intangibles	245,383	308,324
deferred income tax benefit	(118,439)	(60,063)
depreciation and leasehold amortization	79,875	101,457
change in non-controlling interest	41,903	21,040
provision for doubtful accounts	(26,283)	105,413
<b>CHANGE IN OPERATING ASSETS AND LIABILITIES:</b>		
accounts receivable	(2,301,857)	(2,165,750)
employee loan receivable	(500)	2,000
station and other receivables	77,888	172,947
prepaid expenses and other assets	(20,665)	(135,004)
accounts payable and accrued transportation costs	946,407	821,616
commissions payable	561,510	441,713
other accrued costs	122,481	(209,450)
other long-term liabilities	48,060	-
income taxes payable	231,781	-
income tax deposit	-	129,208
<b>Net cash provided by (used for) operating activities</b>	<b>725,426</b>	<b>(296,292)</b>
<b>CASH FLOWS USED FOR INVESTING ACTIVITIES:</b>		
Purchase of furniture and equipment	(78,366)	(4,690)
Payments made to former Adcom shareholder	(75,750)	(102,437)
<b>Net cash used for investing activities</b>	<b>(154,116)</b>	<b>(107,127)</b>
<b>CASH FLOWS PROVIDED BY (USED FOR) FINANCING ACTIVITIES:</b>		
Proceeds from credit facility, net of credit fees	100,698	713,261
Distribution to non-controlling interest	(36,000)	-
Purchases of treasury stock	(417,897)	(390,636)
<b>Net cash provided by (used for) financing activities</b>	<b>(353,199)</b>	<b>322,625</b>
<b>NET INCREASE (DECREASE) IN CASH AND CASH EQUIVALENTS</b>	<b>218,111</b>	<b>(80,794)</b>
<b>CASH AND CASH EQUIVALENTS, BEGINNING OF PERIOD</b>	<b>682,108</b>	<b>890,572</b>
<b>CASH AND CASH EQUIVALENTS, END OF PERIOD</b>	<b>\$ 900,219</b>	<b>\$ 809,778</b>

SUPPLEMENTAL DISCLOSURE OF CASH FLOW INFORMATION:

Income taxes paid	\$	433,360	\$	1,983
Interest paid	\$	40,330	\$	55,200

7

---

RADIANT LOGISTICS, INC.  
Condensed Consolidated Statements of Cash Flows (continued)  
(unaudited)

Supplemental disclosure of non-cash investing and financing activities:

In September 2009, the Company finalized its purchase price allocation relating to the acquisition of Adcom, resulting in an increase of net assets acquired by \$151,550 due to increased transaction costs and other adjustments to the fair value of the acquired assets. The effect of this transaction was an increase to goodwill of \$157,291 with offsetting changes to other balance sheet amounts as follows: a decrease to the allowance for doubtful accounts of \$72,280, an increase in other receivables of \$11,831, an increase in accounts payable of \$4,275, an increase of other accrued costs of \$279,488, and a decrease in the amount due to the former Adcom shareholder of \$42,361.

In September 2010, the Company revised its estimate of the "Tier-One Earn-Out Payment" (see Note 4) relating to the acquisition of Adcom for the year ending June 30, 2010, resulting in an increase to goodwill and the amount due to the former Adcom shareholder of \$28,522.

The accompanying notes form an integral part of these condensed consolidated financial statements.

RADIANT LOGISTICS, INC.  
Notes to Condensed Consolidated Financial Statements  
(unaudited)

NOTE 1 – THE COMPANY AND BASIS OF PRESENTATION

The Company

Radiant Logistics, Inc. (the "Company," "we" or "us") was incorporated in the State of Delaware on March 15, 2001. Currently, we are executing a strategy to build a global transportation and supply chain management company through organic growth and the strategic acquisition of best-of-breed, non-asset based transportation and logistics providers to offer our customers domestic and international freight forwarding and an expanding array of value added supply chain management services, including order fulfillment, inventory management and warehousing.

We completed the first step in our business strategy through the acquisition of Airgroup Corporation ("Airgroup") effective as of January 1, 2006. Airgroup is a Bellevue, Washington based non-asset based logistics company providing domestic and international freight forwarding services through a network which includes a combination of company-owned and exclusive agent offices across North America. Airgroup has a diversified account base including manufacturers, distributors and retailers using a network of independent carriers and international agents positioned strategically around the world.

We continue to identify a number of additional companies as suitable acquisition candidates and have completed two material acquisitions since our acquisition of Airgroup. In November 2007, we acquired certain assets formerly used in the operations of the automotive division of Stonepath Group, Inc., in Detroit, Michigan to service the automotive industry. In September 2008, we acquired Adcom Express, Inc. d/b/a Adcom Worldwide ("Adcom"), adding an additional 30 locations across North America and augmenting our overall domestic and international freight forwarding capabilities.

In connection with the acquisition of Adcom, we changed the name of Airgroup Corporation to Radiant Global Logistics, Inc. ("RGL") in order to better position our centralized back-office operations to service both the Airgroup and Adcom network brands. RGL, through the Airgroup and Adcom network brands, has a diversified account base including manufacturers, distributors and retailers using a network of independent carriers and international agents positioned strategically around the world.

Our growth strategy will continue to focus on both organic growth and acquisitions. From an organic perspective, we will focus on strengthening existing and expanding new customer relationships. One of the drivers of our organic growth will be retaining existing, and securing new exclusive agency locations. Since our acquisition of Airgroup in January 2006, we have focused our efforts on the build-out of our network of exclusive agency offices, as well as enhancing our back-office infrastructure and transportation and accounting systems. We will continue to search for targets that fit within our acquisition criteria. Our ability to secure additional financing will rely upon the sale of debt or equity securities, and the development of an active trading market for our securities.

As we continue to build out our network of exclusive agent locations to achieve a level of critical mass and scale, we are executing an acquisition strategy to develop additional growth opportunities. Our acquisition strategy relies upon two primary factors: first, our ability to identify and acquire target businesses that fit within our general acquisition criteria; and second, the continued availability of capital and financing resources sufficient to complete these acquisitions.

Successful implementation of our growth strategy depends upon a number of factors, including our ability to: (i) continue developing new agency locations; (ii) locate acquisition opportunities; (iii) secure adequate funding to finance identified acquisition opportunities; (iv) efficiently integrate the businesses of the companies acquired; (v) generate the anticipated economies of scale from the integration; and (vi) maintain the historic sales growth of the acquired businesses in order to generate continued organic growth. There are a variety of risks associated with our ability to achieve our strategic objectives, including the ability to acquire and profitably manage additional businesses and the intense competition in the industry for customers and for acquisition candidates. Certain of these business risks are identified in Item 1A of our 10K filing.

We will continue to search for targets that fit within our acquisition criteria. Our ability to secure additional financing will rely upon the sale of debt or equity securities, and the development of an active trading market for our securities. Although we can make no assurance as to our long term access to debt or equity securities or our ability to develop an active trading market, in March of 2010, we were successful in increasing our credit facility from \$15.0 million to \$20.0 million.

#### Interim Disclosure

The condensed consolidated financial statements included herein have been prepared, without audit, pursuant to the rules and regulations of the Securities and Exchange Commission ("SEC"). Certain information and footnote disclosures normally included in financial statements prepared in accordance with accounting principles generally accepted in the United States have been condensed or omitted pursuant to such rules and regulations. The Company's management believes that the disclosures are adequate to make the information presented not misleading. These condensed financial statements should be read in conjunction with the financial statements and the notes thereto included in the Company's Annual Report on Form 10-K for the year ended June 30, 2010.

The interim period information included in this Quarterly Report on Form 10-Q reflects all adjustments, consisting of normal recurring adjustments, that are, in the opinion of the Company's management, necessary for a fair statement of the results of the respective interim periods. Results of operations for interim periods are not necessarily indicative of results to be expected for an entire year.

#### Basis of Presentation

The consolidated financial statements include the accounts of the Company and its wholly-owned subsidiaries as well as a single variable interest entity, Radiant Logistics Partners LLC ("RLP"), which is 40% owned by Radiant Global Logistics (f/k/a Airgroup Corporation), a wholly-owned subsidiary of the Company, and whose accounts are included in the consolidated financial statements. All significant intercompany balances and transactions have been eliminated.

#### NOTE 2 – SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES

##### a) Use of Estimates

The preparation of financial statements and related disclosures in accordance with accounting principles generally accepted in the United States requires management to make estimates and assumptions that affect the reported amounts of assets and liabilities and disclosure of contingent assets and liabilities at the date of the financial statements and the reported amounts of revenue and expenses during the reporting period. Such estimates include revenue recognition, accruals for the cost of purchased transportation, the fair value of acquired assets and liabilities, accounting for the issuance of shares and share based compensation, the assessment of the recoverability of long-lived assets (specifically goodwill and acquired intangibles), the establishment of an allowance for doubtful accounts and the valuation allowance for deferred tax assets. Estimates and assumptions are reviewed periodically and the effects of revisions are reflected in the period that they are determined to be necessary. Actual results could differ from those estimates.

##### b) Fair Value Measurements

In general, fair values determined by Level 1 inputs utilize quoted prices (unadjusted) in active markets for identical assets or liabilities. Fair values determined by Level 2 inputs utilize observable inputs other than Level 1 prices, such as quoted prices for similar assets or liabilities, quoted prices in markets that are not active or other inputs that are observable or can be corroborated by observable market data for substantially the full term of the related assets or

liabilities. Fair values determined by Level 3 inputs are unobservable data points for the asset or liability, and include situations where there is little, if any, market activity for the asset or liability.

c) Fair Value of Financial Instruments

The fair values of the Company's receivables, accounts payable and accrued transportation costs, commissions payable, other accrued costs, income taxes payable and amounts due to former Adcom shareholder approximate the carrying values due to the relatively short maturities of these instruments. The fair value of the Company's long-term debt, if recalculated based on current interest rates, would not differ significantly from the recorded amount.

d) Cash and Cash Equivalents

For purposes of the statements of cash flows, cash equivalents include all highly liquid investments with original maturities of three months or less which are not securing any corporate obligations.

e) Concentrations

The Company maintains its cash in bank deposit accounts, which, at times, may exceed federally insured limits. The Company has not experienced any losses in such accounts.

f) Accounts Receivable

The Company's receivables are recorded when billed and represent claims against third parties that will be settled in cash. The carrying value of the Company's receivables, net of the allowance for doubtful accounts, represents their estimated net realizable value. The Company evaluates the collectability of accounts receivable on a customer-by-customer basis. The Company records a reserve for bad debts against amounts due to reduce the net recognized receivable to an amount the Company believes will be reasonably collected. The reserve is a discretionary amount determined from the analysis of the aging of the accounts receivable, historical experience and knowledge of specific customers.

On occasion the Company extends credit to agent-based stations.

g) Furniture & Equipment

Technology (computer software, hardware, and communications), furniture, and equipment are stated at cost, less accumulated depreciation. Depreciation is computed over five to seven year lives for vehicles, communication, office, furniture, and computer equipment using the double declining balance method. Computer software is depreciated over a three year life using the straight line method of depreciation. For leasehold improvements, the cost is depreciated over the shorter of the lease term or useful life on a straight line basis. Upon retirement or other disposition of these assets, the cost and related accumulated depreciation are removed from the accounts and the resulting gain or loss, if any, is reflected in other income or expense. Expenditures for maintenance, repairs and renewals of minor items are charged to expense as incurred. Major renewals and improvements are capitalized.

h) Goodwill

The Company performs an annual impairment test for goodwill. The first step of the impairment test requires that the Company determine the fair value of its reporting unit, and compare the fair value to the reporting unit's carrying amount. The Company has only one reporting unit. To the extent the reporting unit's carrying amount exceeds its fair value, an indication exists that the reporting unit's goodwill may be impaired and the Company must perform a second more detailed impairment assessment. The second impairment assessment involves allocating the reporting unit's fair value to all of its recognized and unrecognized assets and liabilities in order to determine the implied fair value of the reporting unit's goodwill as of the assessment date. The implied fair value of the reporting unit's goodwill is then



compared to the carrying amount of goodwill to quantify an impairment charge as of the assessment date. The Company performs its annual impairment test effective as of April 1 of each year, unless events or circumstances indicate impairment may have occurred before that time.

## i) Long-Lived Assets

Acquired intangibles consist of customer related intangibles and non-compete agreements arising from the Company's acquisitions. Customer related intangibles are amortized using accelerated methods over approximately 5 years and non-compete agreements are amortized using the straight line method over the term of the underlying agreements. See Notes 4 and 5.

The Company reviews long-lived assets to be held-and-used for impairment whenever events or changes in circumstances indicate the carrying amount of the assets may not be recoverable. If the sum of the undiscounted expected future cash flows over the remaining useful life of a long-lived asset is less than its carrying amount, the asset is considered to be impaired. Impairment losses are measured as the amount by which the carrying amount of the asset exceeds the fair value of the asset. When fair values are not available, the Company estimates fair value using the expected future cash flows discounted at a rate commensurate with the risks associated with the recovery of the asset. Assets to be disposed of are reported at the lower of carrying amount or fair value less costs to sell. Management has performed a review of all long-lived assets and has determined no impairment of the respective carrying value has occurred as of September 30, 2010.

## j) Commitments

The Company has operating lease commitments for equipment rentals, office space, and warehouse space under non-cancelable operating leases expiring at various dates through May 2021. As of September 30, 2010 minimum future lease payments under these non-cancelable operating leases for the next five fiscal years and thereafter are as follows:

Fiscal Year Ending June 30	Amount
2011 (remaining portion)	\$ 203,586
2012	229,567
2013	221,158
2014	230,921
2015	240,223
Thereafter	1,639,454
Total minimum lease payments	\$ 2,764,909

Included in these future commitments are upcoming rental lease payments pertaining to the Company's new corporate office location. The initial term of this lease commences on June 1, 2010, and is set to expire on May 31, 2021. Rent for the first 12-month period has been abated by the landlord and lease payments will begin on June 1, 2011.

Rent expense amounted to \$181,713 and \$102,774 for the three months ended September 30, 2010 and 2009.

## k) Income Taxes

Deferred income tax assets and liabilities are recognized for the expected future tax consequences of events that have been reflected in the consolidated financial statements. Deferred tax assets and liabilities are determined based on the differences between the book values and the tax bases of particular assets and liabilities. Deferred tax assets and liabilities are measured using tax rates in effect for the years in which the differences are expected to reverse. A valuation allowance is provided to offset the net deferred tax assets if, based upon the available evidence, it is more likely than not that some or all of the deferred tax assets will not be realized.

The Company reports a liability for unrecognized tax benefits resulting from uncertain income tax positions taken or expected to be taken in an income tax return. Estimated interest and penalties are recorded as a component of interest expense or other expense, respectively.

l) Revenue Recognition and Purchased Transportation Costs

The Company is the primary obligor responsible for providing the service desired by the customer and is responsible for fulfillment, including the acceptability of the service(s) ordered or purchased by the customer. At the Company's sole discretion, it sets the prices charged to its customers, and is not required to obtain approval or consent from any other party in establishing its prices. The Company has multiple suppliers for the services it sells to its customers, and has the absolute and complete discretion and right to select the supplier that will provide the product(s) or service(s) ordered by a customer, including changing the supplier on a shipment-by-shipment basis. In most cases, the Company determines the nature, type, characteristics, and specifications of the service(s) ordered by the customer. The Company also assumes credit risk for the amount billed to the customer.

As a non-asset based carrier, the Company does not own transportation assets. The Company generates the major portion of its air and ocean freight revenues by purchasing transportation services from direct (asset-based) carriers and reselling those services to its customers. Based upon the terms in the contract of carriage, revenues related to shipments where the Company issues a House Airway Bill ("HAWB") or a House Ocean Bill of Lading ("HOBL") are recognized at the time the freight is tendered to the direct carrier at origin. Costs related to the shipments are also recognized at this same time based upon anticipated margins, contractual arrangements with direct carriers, and other known factors. The estimates are routinely monitored and compared to actual invoiced costs. The estimates are adjusted as deemed necessary by the Company to reflect differences between the original accruals and actual costs of purchased transportation.

This method generally results in recognition of revenues and purchased transportation costs earlier than the preferred methods under GAAP which do not recognize revenue until a proof of delivery is received or which recognize revenue as progress on the transit is made. The Company's method of revenue and cost recognition does not result in a material difference from amounts that would be reported under such other methods.

m) Share-Based Compensation

The Company accounts for share-based compensation under the fair value recognition provisions such that compensation cost is measured at the grant date based on the value of the award and is expensed ratably over the vesting period. Determining the fair value of share-based awards at the grant date requires judgment, including estimating the percentage of awards which will be forfeited, stock volatility, the expected life of the award, and other inputs. If actual forfeitures differ significantly from the estimates, share-based compensation expense and the Company's results of operations could be materially impacted.

For the three months ended September 30, 2010, the Company recorded share based compensation expense of \$54,939, which, net of income taxes, resulted in a \$34,062 reduction of net income. For the three months ended September 30, 2009, the Company recorded share based compensation expense of \$54,207, which, net of income taxes, resulted in a \$33,608 reduction of net income.

n) Basic and Diluted Income per Share

Basic income per share is computed by dividing net income attributable to common stockholders by the weighted average number of common shares outstanding. Diluted income per share is computed similar to basic income per share except that the denominator is increased to include the number of additional common shares that would have been outstanding if the potential common shares, such as stock options, had been issued and if the additional common shares were dilutive.

Edgar Filing: RADIANT LOGISTICS, INC - Form 10-Q

For the three months ended September 30, 2010, the weighted average outstanding number of potentially dilutive common shares totaled 30,723,861 shares of common stock, including options to purchase 3,620,000 shares of common stock at September 30, 2010, of which 2,760,000 were excluded as their effect would have been anti-dilutive. For the three months ended September 30, 2009, the weighted average outstanding number of potentially dilutive common shares totaled 33,548,186 shares of common stock, including options to purchase 3,620,000 shares of common stock at September 30, 2009, of which 3,060,000 were excluded as their effect would have been anti-dilutive.

The following table reconciles the numerator and denominator of the basic and diluted per share computations for earnings per share as follows:

	Three months ended September 30, 2010	Three months ended September 30, 2009
Weighted average basic shares outstanding	30,471,061	33,367,940
Options	252,800	180,246
Weighted average dilutive shares outstanding	30,723,861	33,548,186

o) Other Comprehensive Income

The Company has no components of Other Comprehensive Income and, accordingly, no Statement of Comprehensive Income has been included in the accompanying consolidated financial statements.

p) Reclassifications

Certain amounts for prior periods have been reclassified in the consolidated financial statements to conform to the classification used in fiscal 2011.

#### NOTE 3 – RECENT ACCOUNTING PRONOUNCEMENTS

In January 2010, the FASB issued ASU No. 2010-06, Improving Disclosures about Fair Value Measurements. The guidance in ASU 2010-06 provides amendments to literature on fair value measurements and disclosures currently within the Accounting Standards Codification ("ASC") by clarifying certain existing disclosures and requiring new disclosures for the various classes of fair value measurements. ASU 2010-06 is effective for interim and annual periods beginning after December 15, 2009, except for the disclosures about purchases, sales, issuances, and settlements in the roll forward of activity in Level 3 fair value measurements, which are effective for fiscal years beginning after December 15, 2010, and for interim periods within those fiscal years. The adoption of this guidance is not expected to have a material impact on the Company's financial position or results of operations.

In April 2010, the FASB issued ASU No. 2010-13, Compensation – Stock Compensation (Topic 718): Effect of Denominating the Exercise Price of a Share-Based Payment Award in the Currency of the Market in Which the Underlying Equity Security Trades. The guidance in ASU 2010-13 provides amendments to clarify that an employee share-based payment award with an exercise price denominated in the currency of a market in which a substantial portion of the entity's equity securities trades should not be considered to contain a condition that is not a market, performance, or service condition. Therefore, an entity would not classify such an award as a liability if it otherwise qualifies as equity. The adoption of this guidance is not expected to have a material impact on the Company's financial position or results of operations.

#### NOTE 4 – ACQUISITION OF ADCOM EXPRESS, INC.

On September 5, 2008, the Company entered into and closed a Stock Purchase Agreement (the "Agreement") pursuant to which it acquired 100% of the issued and outstanding stock of Adcom Express, Inc., d/b/a Adcom Worldwide ("Adcom"), a privately-held Minnesota corporation. Founded in 1978, Adcom provides a full range of domestic and international freight forwarding solutions to a diversified account base including manufacturers, distributors and retailers through a combination of three company-owned and twenty-seven independent agency locations across North America.

Contingent consideration associated with the acquisition of Adcom included "Tier-1 Earn-Out Payments" of up to \$700,000 annually, covering the four year earn-out period through June 30, 2012, based upon Adcom achieving certain levels of "Gross Profit Contribution" (as defined in the Agreement), payable 50% in cash and 50% in shares of Company common stock (valued at delivery date); and a "Tier-2 Earn-Out Payment" of up to \$2,000,000, equal to 20% of the amount by which the Adcom cumulative Gross Profit Contribution exceeds \$16,560,000 during the four year earn-out period. The Tier-1 Earn-Out Payments and certain amounts of the Tier-2 Payments may be subject to acceleration upon occurrence of a "Corporate Transaction" (as defined in the Agreement), which includes a sale of Adcom or the Company, or certain changes in corporate control.

Mr. Friedman, the sole shareholder of Adcom, earned \$517,019 in Tier-1 earnout payment for the year ended June 30, 2010. This amount is included in the amount due to former Adcom shareholder as of September 30, 2010.

Assuming minimum targeted earnings levels are achieved, the following table summarizes our contingent base earn-out payments related to the acquisition of Adcom, for the fiscal years indicated based on achieving gross profit contributions (in thousands):

Estimated payment anticipated for fiscal year(1):	2012 7/1/2010 –6/30/2011	2013 7/1/2011 – 6/30/2012
Earn-out period:		
Earn-out payments:		
Cash	\$ 350	\$ 350
Equity	350	350
Total potential earn-out payments	\$ 700	\$ 700
Total gross margin targets	\$ 4,320	\$ 4,320

(1) Earn-out payments are paid October 1 following each fiscal year end in a combination of cash and Company common stock.

#### NOTE 5 – ACQUIRED INTANGIBLE ASSETS

The table below reflects acquired intangible assets related to the acquisitions of Airgroup, Automotive Services Group and Adcom:



	As of September 30, 2010		As of June 30, 2010	
	Gross Carrying Amount	Accumulated Amortization	Gross Carrying Amount	Accumulated Amortization
<b>Amortizable intangible assets:</b>				
Customer related	\$ 5,752,000	\$ 4,031,100	\$ 5,752,000	\$ 3,796,340
Covenants not to compete	190,000	136,526	190,000	125,903
<b>Total</b>	<b>\$ 5,942,000</b>	<b>\$ 4,167,626</b>	<b>\$ 5,942,000</b>	<b>\$ 3,922,243</b>
<b>Aggregate amortization expense:</b>				
For three months ended September 30, 2010		\$ 245,383		
For three months ended September 30, 2009		\$ 308,324		
<b>Aggregate amortization expense for the years ending June 30:</b>				
2011 – For the remainder of the year		\$ 582,378		
2012		769,772		
2013		374,344		
2014		47,880		
<b>Total</b>		<b>\$ 1,774,374</b>		

**NOTE 6 – VARIABLE INTEREST ENTITY**

Certain entities in which equity investors do not have the characteristics of a controlling financial interest or do not have the sufficient equity at risk for the entity to finance its activities without additional subordinated financial support from other parties are considered "variable interest entities". RLP is 40% owned by Radiant Global Logistics ("RGL"), qualifies as a variable interest entity and is included in the Company's consolidated financial statements (see Note 7). RLP commenced operations in February 2007. Non-controlling interest recorded on the statements of operations was an expense of \$41,903 and \$21,040 for the three months ended September 30, 2010 and 2009, respectively.

The following table summarizes the balance sheets of RLP:

	September 30, 2010	June 30, 2010
<b>ASSETS</b>		
Accounts receivable	\$ 3,530	\$ 15,910
Accounts receivable – Radiant Logistics	123,482	110,336
Prepaid expenses and other current assets	811	950
<b>Total assets</b>	<b>\$ 127,823</b>	<b>\$ 127,196</b>
<b>LIABILITIES AND PARTNERS' CAPITAL</b>		
Other accrued costs	\$ 7,072	\$ 16,284
<b>Total liabilities</b>	<b>\$ 7,072</b>	<b>\$ 16,284</b>
Partners' capital	120,751	110,912
<b>Total liabilities and partners' capital</b>	<b>\$ 127,823</b>	<b>\$ 127,196</b>



## NOTE 7 – RELATED PARTY

RLP is owned 40% by RGL and 60% by Radiant Capital Partners, LLC ("RCP"), a company for which the Chief Executive Officer of the Company is the sole member. RLP is a certified minority business enterprise which was formed for the purpose of providing the Company with a national accounts strategy to pursue corporate and government accounts with diversity initiatives. As currently structured, RCP's ownership interest entitles it to a majority of the profits and distributable cash, if any, generated by RLP. The operations of RLP are intended to provide certain benefits to the Company, including expanding the scope of services offered by the Company and participating in supplier diversity programs not otherwise available to the Company. RGL currently provides administrative services necessary to operate RLP while RLP continues to develop. As the RLP operations mature, the Company will evaluate and approve all related service agreements between the Company and RLP, including the scope of the services to be provided by the Company to RLP and the fees payable to the Company by RLP, in accordance with the Company's corporate governance principles and applicable Delaware corporation law. This process may include seeking the opinion of a qualified third party concerning the fairness of any such agreement or the approval of the Company's shareholders. RLP is consolidated in the financial statements of the Company (see Note 6).

## NOTE 8 – FURNITURE AND EQUIPMENT

Furniture and equipment consists of the following:

	September 30, 2010	June 30, 2010
Vehicles	\$ 33,788	\$ 33,788
Communication equipment	31,359	31,359
Office equipment	311,191	311,191
Furniture and fixtures	149,504	149,504
Computer equipment	607,118	606,405
Computer software	962,005	884,352
Leasehold improvements	439,197	439,197
	2,534,162	2,455,796
Less: Accumulated depreciation and amortization	(1,654,255)	(1,574,380)
Furniture and equipment – net	\$ 879,907	\$ 881,416

Depreciation and amortization expense related to furniture and equipment was \$79,875 and \$101,457 for the three months ended September 30, 2010 and 2009, respectively.

## NOTE 9 – LONG TERM DEBT

In March 2010, the Company's \$15.0 million revolving credit facility, including a \$0.5 million sublimit to support letters of credit (collectively, the "Facility"), was increased to \$20.0 million with a maturity date of March 31, 2012. The Facility is collateralized by accounts receivable and other assets of the Company and its subsidiaries. Advances under the Facility are available to fund future acquisitions, capital expenditures or for other corporate purposes, including the repurchase of the Company's stock. Borrowings under the facility bear interest, at the Company's option, at the bank's prime rate minus 0.75% to plus 0.50% or LIBOR plus 1.75% to 3.00%, and can be adjusted up or down during the term of the Facility based on the Company's performance relative to certain financial covenants. The Facility is collateralized by accounts receivable and other assets of the Company and its subsidiaries and provides for advances of up to 80% of eligible domestic accounts receivable and for advances of up to 60% of eligible foreign

accounts receivable.

The terms of the Facility are subject to certain financial and operational covenants which may limit the amount otherwise available under the Facility. The first covenant limits funded debt to a multiple of 4.00 times the Company's consolidated EBITDA (as adjusted) measured on a rolling four quarter basis. The second financial covenant requires the Company to maintain a basic fixed charge coverage ratio of at least 1.1 to 1.0. The third financial covenant is a minimum profitability standard that requires the Company not to incur a net loss before taxes, amortization of acquired intangibles and extraordinary items in any two consecutive quarterly accounting periods.

Under the terms of the Facility, the Company is permitted to make additional acquisitions without the lender's consent only if certain conditions are satisfied. The conditions imposed by the Facility include the following: (i) the absence of an event of default under the Facility; (ii) the company to be acquired must be in the transportation and logistics industry; (iii) the purchase price to be paid must be consistent with the Company's historical business and acquisition model; (iv) after giving effect for the funding of the acquisition, the Company must have undrawn availability of at least \$1.0 million under the Facility; (v) the lender must be reasonably satisfied with projected financial statements the Company provides covering a 12 month period following the acquisition; (vi) the acquisition documents must be provided to the lender and must be consistent with the description of the transaction provided to the lender; and (vii) the number of permitted acquisitions is limited to three per calendar year and shall not exceed \$7.5 million in aggregate purchase price financed by funded debt. In the event that the Company is not able to satisfy the conditions of the Facility in connection with a proposed acquisition, it must either forego the acquisition, obtain the lender's consent, or retire the Facility. This may limit or slow the Company's ability to achieve the critical mass it may need to achieve its strategic objectives.

The co-borrowers of the Facility include Radiant Logistics, Inc., RGL (f/k/a Airgroup Corporation), Radiant Logistics Global Services, Inc. ("RLGS"), RLP, and Adcom Express, Inc. (d/b/a Adcom Worldwide). RLP is owned 40% by RGL and 60% by RCP, an affiliate of the Company's Chief Executive Officer. RLP has been certified as a minority business enterprise, and focuses on corporate and government accounts with diversity initiatives. As a co-borrower under the Facility, the accounts receivable of RLP are eligible for inclusion within the overall borrowing base of the Company and all borrowers will be responsible for repayment of the debt associated with advances under the Facility, including those advanced to RLP. At September 30, 2010, the Company was in compliance with all of its covenants.

As of September 30, 2010, the Company had \$5,706,586 in advances under the Facility and \$2,035,133 in outstanding checks, which had not yet been presented to the bank for payment. The outstanding checks have been reclassified from our cash accounts, as they will be advanced from, or against, our Facility when presented for payment to the bank. The forgoing results in total long term debt of \$7,741,719.

At September 30, 2010, based on available collateral and \$205,000 in outstanding letter of credit commitments, there was \$6,176,798 available for borrowing under the Facility based on advances outstanding.

#### NOTE 10 – PROVISION FOR INCOME TAXES

The acquisitions of Airgroup and Adcom resulted in \$2,148,280 of long term deferred tax liability resulting from certain amortizable intangibles identified during the Company's purchase price allocation which are not deductible for tax purposes. The long term deferred tax liability will be reduced as the non-deductible amortization of the intangibles is recognized. See Note 5.

For the three months ended September 30, 2010, the Company recognized net income tax expense of \$505,543 which consisted of current income tax expense of \$623,982 and deferred income tax benefit of \$118,439. For the three months ended September 30, 2009, the Company recognized net income tax expense of \$71,127 which consisted of current income tax expense of \$131,190, and deferred income tax benefit of \$60,063.

Tax years which remain subject to examination by state authorities are the years ended June 30, 2007, 2008, 2009 and 2010. Tax years which remain subject to examination by Federal authorities are the years ended June 30, 2007, 2008, 2009 and 2010.

## NOTE 11 – STOCKHOLDERS' EQUITY

## Preferred Stock

The Company is authorized to issue 5,000,000 shares of preferred stock, par value at \$.001 per share. As of September 30, 2010 and 2009, none of the shares were issued or outstanding.

## Common Stock Repurchase Program

During 2009, the Company's Board of Directors approved a stock repurchase program, pursuant to which up to 5,000,000 shares of its common stock could be repurchased under the program through December 31, 2010. During the three months ended September 30, 2010, the Company purchased 1,379,040 shares of its common stock under this repurchase program at a cost of \$417,897.

Subsequent to quarter end through the date of this report, the Company purchased an additional 111,700 shares at a cost of \$53,398.

## NOTE 12 – SHARE-BASED COMPENSATION

For the three months ended September 30, 2010 the Company granted no options.

Share based compensation costs recognized during the three months ended September 30, 2010, include compensation costs based on the fair value estimated on the grant-date for all share based payments granted to date. No options have been exercised as of September 30, 2010.

During the three months ended September 30, 2010 and 2009, the Company recognized stock option compensation expense of \$54,939 and \$54,207, respectively. The following table summarizes activity under the plan for the three months ended September 30, 2010.

	Number of Shares	Weighted Average Exercise Price	Weighted Average Remaining Contractual Life - Years	Aggregate Intrinsic Value
Outstanding at June 30, 2010	3,620,000	\$ 0.503	6.29 years	\$ 50,400
Granted	-	-	-	-
Exercised	-	-	-	-
Forfeited	-	-	-	-
Expired	-	-	-	-
Outstanding at September 30, 2010	3,620,000	\$ 0.503	6.04 years	\$ 149,600
Exercisable at September 30, 2010	2,344,000	\$ 0.556	5.55 years	\$ 45,040

## NOTE 13 – OPERATING AND GEOGRAPHIC SEGMENT INFORMATION

Operating segments are identified as components of an enterprise about which separate discrete financial information is available for evaluation by the chief operating decision-maker, or decision-making group, in making decisions regarding allocation of resources and assessing performance. The Company's chief decision-maker is the Chief Executive Officer. The Company continues to operate in a single operating segment.

The Company's geographic operations outside the United States include shipments to and from Canada, Central America, Europe, Africa, Asia and Australia. The following data presents the Company's revenue generated from shipments to and from these locations for the United States and all other countries, which is determined based upon the geographic location of a shipment's initiation and destination points (in thousands):

19

---

	United States		Other Countries		Total	
	2010	2009	2010	2009	2010	2009
Three months ended September 30:						
Revenue	\$ 24,250	\$ 18,110	\$ 22,111	\$ 15,918	\$ 46,361	\$ 34,028
Cost of transportation	14,623	10,889	17,619	12,590	32,242	23,479
Net revenue	\$ 9,627	\$ 7,221	\$ 4,492	\$ 3,328	\$ 14,119	\$ 10,549

## ITEM 2. Management's Discussion and Analysis of Financial Condition and Results of Operations

### CAUTIONARY STATEMENT REGARDING FORWARD-LOOKING STATEMENTS

This report includes forward-looking statements within the meaning of Section 27A of the Securities Act of 1933 as amended, and Section 21E of the Securities Exchange Act of 1934, as amended, regarding future operating performance, events, trends and plans. All statements other than statements of historical fact contained herein, including, without limitation, statements regarding our future financial position, business strategy, budgets, projected revenues and costs, and plans and objectives of management for future operations, are forward-looking statements. Forward-looking statements generally can be identified by the use of forward-looking terminology such as "may," "will," "expects," "intends," "plans," "projects," "estimates," "anticipates," or "believes" or the negative thereof or any variation thereon or similar terminology or expressions. We have based these forward-looking statements on our current expectations and projections about future events. These forward-looking statements are not guarantees and are subject to known and unknown risks, uncertainties and assumptions about us that may cause our actual results, levels of activity, performance or achievements to be materially different from any future results, levels of activity, performance or achievements expressed or implied by such forward-looking statements. While it is impossible to identify all of the factors that may cause our actual operating performance, events, trends or plans to differ materially from those set forth in such forward-looking statements, such factors include the inherent risks associated with our ability to: (i) use our current infrastructure as a "platform" upon which we can build a profitable global transportation and supply chain management company; (ii) retain and build upon the relationships we have with our exclusive agency offices; (iii) continue the development of our back office infrastructure and transportation and accounting systems in a manner sufficient to service our expanding revenues and base of exclusive agency locations; (iv) continue growing our business and maintain historical or increased gross profit margins; (v) locate suitable acquisition opportunities; (vi) secure the financing necessary to complete any acquisition opportunities we locate; (vii) assess and respond to competitive practices in the industries in which we compete; (viii) mitigate, to the best extent possible, our dependence on current management and certain of our larger exclusive agency locations; (ix) assess and respond to the impact of current and future laws and governmental regulations affecting the transportation industry in general and our operations in particular; and (x) assess and respond to such other factors which may be identified from time to time in our Securities and Exchange Commission ("SEC") filings and other public announcements including those set forth below under the caption "Risk Factors" in Part 1 Item 1A of this report. All subsequent written and oral forward-looking statements attributable to us, or persons acting on our behalf, are expressly qualified in their entirety by the foregoing. Readers are cautioned not to place undue reliance on our forward-looking statements, as they speak only as of the date made. Except as required by law, we assume no duty to update or revise our forward-looking statements.

The following discussion and analysis of our financial condition and result of operations should be read in conjunction with the financial statements and the related notes and other information included elsewhere in this report.

#### Overview



We are a Bellevue, Washington based non-asset based logistics company providing domestic and international freight forwarding services through a network which includes a combination of company-owned and exclusive agent offices across North America. Operating under the Airgroup, Adcom & RLP brands, we service a diversified account base including manufacturers, distributors and retailers using a network of independent carriers and international agents positioned strategically around the world.

As a non-asset based provider of third-party logistics services, we seek to limit our investment in equipment, facilities and working capital through contracts and preferred provider arrangements with various transportation providers who generally provide us with favorable rates, minimum service levels, capacity assurances and priority handling status. Our non-asset based approach allows us to maintain a high level of operating flexibility and leverage a cost structure that is highly variable in nature while the volume of our flow of freight enables us to negotiate attractive pricing with our transportation providers.

We continue to identify a number of additional companies as suitable acquisition candidates and have completed two material acquisitions since our initial acquisition of Airgroup in January of 2006. In November 2007, we acquired certain assets formerly used in the operations of the automotive division of Stonepath Group, Inc. in Detroit, Michigan to service the automotive industry. In September 2008, we acquired Adcom Express, Inc. d/b/a Adcom Worldwide ("Adcom"), adding an additional 30 locations across North America and augmenting our overall domestic and international freight forwarding capabilities. We have built a global transportation and supply chain management company offering our customers domestic and international freight forwarding services and an expanding array of value added supply chain management services, including order fulfillment, inventory management, and warehousing.

Our growth strategy will continue to focus on both organic growth and acquisitions. From an organic perspective, we will focus on strengthening existing and expanding new customer relationships. One of the drivers of our organic growth will be retaining existing, and securing new exclusive agency locations. Since our acquisition of Airgroup, we have focused our efforts on the build-out of our network of exclusive agency offices, as well as enhancing our back-office infrastructure and transportation and accounting systems. We will continue to search for targets that fit within its acquisition criteria. Our ability to secure additional financing will rely upon the sale of debt or equity securities, and the development of an active trading market for our securities.

As we continue to build out our network of exclusive agent locations to achieve a level of critical mass and scale, we are executing an acquisition strategy to develop additional growth opportunities. Our acquisition strategy relies upon two primary factors: first, our ability to identify and acquire target businesses that fit within our general acquisition criteria; and second, the continued availability of capital and financing resources sufficient to complete these acquisitions.

Successful implementation of our growth strategy depends upon a number of factors, including our ability to: (i) continue developing new agency locations; (ii) locate acquisition opportunities; (iii) secure adequate funding to finance identified acquisition opportunities; (iv) efficiently integrate the businesses of the companies acquired; (v) generate the anticipated economies of scale from the integration; and (vi) maintain the historic sales growth of the acquired businesses in order to generate continued organic growth. There are a variety of risks associated with our ability to achieve its strategic objectives, including the ability to acquire and profitably manage additional businesses and the intense competition in the industry for customers and for acquisition candidates.

#### Performance Metrics

Our principal source of income is derived from freight forwarding services. As a freight forwarder, we arrange for the shipment of our customers' freight from point of origin to point of destination. Generally, we quote our customers a turnkey cost for the movement of their freight. Our price quote will often depend upon the customer's time-definite needs (first day through fifth day delivery), special handling needs (heavy equipment, delicate items, environmentally sensitive goods, electronic components, etc.), and the means of transport (truck, air, ocean or rail). In turn, we assume the responsibility for arranging and paying for the underlying means of transportation.

Our transportation revenue represents the total dollar value of services we sell to our customers. Our cost of transportation includes direct costs of transportation, including motor carrier, air, ocean and rail services. We act

principally as the service provider to add value in the execution and procurement of these services to our customers. Our net transportation revenue (gross transportation revenue less the direct cost of transportation) is the primary indicator of our ability to source, add value and resell services provided by third parties, and is considered by management to be a key performance measure. In addition, management believes measuring its operating costs as a function of net transportation revenue provides a useful metric, as our ability to control costs as a function of net transportation revenue directly impacts operating earnings.

Our operating results will be affected as acquisitions occur. Since all acquisitions are made using the purchase method of accounting for business combinations, our financial statements will only include the results of operations and cash flows of acquired companies for periods subsequent to the date of acquisition.

Our GAAP-based net income will be affected by non-cash charges relating to the amortization of customer related intangible assets and other intangible assets arising from completed acquisitions. Under applicable accounting standards, purchasers are required to allocate the total consideration in a business combination to the identified assets acquired and liabilities assumed based on their fair values at the time of acquisition. The excess of the consideration paid over the fair value of the identifiable net assets acquired is to be allocated to goodwill, which is tested at least annually for impairment. Applicable accounting standards require that we separately account for and value certain identifiable intangible assets based on the unique facts and circumstances of each acquisition. As a result of our acquisition strategy, our net income will include material non-cash charges relating to the amortization of customer related intangible assets and other intangible assets acquired in our acquisitions. Although these charges may increase as we complete more acquisitions, we believe we will actually be growing the value of our intangible assets (e.g., customer relationships). Thus, we believe that earnings before interest, taxes, depreciation and amortization, or EBITDA, is a useful financial measure for investors because it eliminates the effect of these non-cash costs and provides an important metric for our business.

Further, the financial covenants of our credit facility adjust EBITDA to exclude costs related to share based compensation expense, extraordinary items and other non-cash charges.

Our compliance with the financial covenants of our credit facility is particularly important given the materiality of the credit facility to our day-to-day operations and overall acquisition strategy. Our debt capacity, subject to the requisite collateral at an advance rate of 80% of eligible domestic accounts receivable and up to 60% of eligible foreign receivables, is limited to a multiple of 4.00 times our consolidated EBITDA (as adjusted) as measured on a rolling four quarter basis. If we fail to comply with the covenants in our credit facility and are unable to secure a waiver or other relief, our financial condition would be materially weakened and our ability to fund day-to-day operations would be materially and adversely affected. Accordingly, we intend to employ EBITDA and adjusted EBITDA as management tools to measure our historical financial performance and as a benchmark for future financial flexibility.

Our operating results are also subject to seasonal trends when measured on a quarterly basis. The impact of seasonality on our business will depend on numerous factors, including the markets in which we operate, holiday seasons, consumer demand and economic conditions. Since our revenue is largely derived from customers whose shipments are dependent upon consumer demand and just-in-time production schedules, the timing of our revenue is often beyond our control. Factors such as shifting demand for retail goods and/or manufacturing production delays could unexpectedly affect the timing of our revenue. As we increase the scale of our operations, seasonal trends in one area of our business may be offset to an extent by opposite trends in another area. We cannot accurately predict the timing of these factors, nor can we accurately estimate the impact of any particular factor, and thus we can give no assurance any historical seasonal patterns will continue in future periods.

#### Results of Operations

Three months ended September 30, 2010 (actual and unaudited) and September 30, 2009 (actual and unaudited)

We generated transportation revenue of \$46.4 million and \$34.0 million and net transportation revenue of \$14.1 million and \$10.5 million for the three months ended September 30, 2010 and 2009, respectively. Net income was \$0.8 million for the three months ended September 30, 2010, compared to net income of \$0.1 million for the three months ended September 30, 2009.



We had adjusted EBITDA of \$1.7 million and \$0.7 million for three months ended September 30, 2010 and 2009, respectively. EBITDA is a non-GAAP measure of income and does not include the effects of interest and taxes and excludes the "non-cash" effects of depreciation and amortization on current assets. Companies have some discretion as to which elements of depreciation and amortization are excluded in the EBITDA calculation. We exclude all depreciation charges related to property, plant and equipment, and all amortization charges, including amortization of leasehold improvements and other intangible assets. We then further adjust EBITDA to exclude extraordinary items and costs related to share based compensation expense, goodwill impairment charges and other non-cash charges consistent with the financial covenants of our credit facility. As explained above, we believe that EBITDA is useful to us and to our investors in evaluating and measuring our financial performance. While management considers EBITDA and adjusted EBITDA useful in analyzing our results, it is not intended to replace any presentation included in our consolidated financial statements. Set forth below is a reconciliation of EBITDA and adjusted EBITDA to net income, the most directly comparable GAAP measure for the three months ended September 30, 2010 and 2009.

The following table provides a reconciliation of adjusted EBITDA to net income, the most directly comparable GAAP measure in accordance with SEC Regulation G (in thousands), for the three months ended September 30, 2010 and 2009:

	Three months ended September 30,		Change	
	2010	2009	Amount	Percent
Net income	\$ 783	\$ 116	\$ 667	575.0%
Income tax expense	506	71	435	612.7%
Net interest expense	36	55	(19)	(34.5)%
Depreciation and amortization	325	410	(85)	(20.7)%
EBITDA	\$ 1,650	\$ 652	\$ 998	153.1%
Share based compensation and other non-cash costs	59	70	(11)	(15.7)%
Adjusted EBITDA	\$ 1,709	\$ 722	\$ 987	136.7%

The following table summarizes transportation revenue, cost of transportation and net transportation revenue (in thousands) for the three months ended September 30, 2010 and 2009 (actual and unaudited):

	Three months ended September 30,		Change	
	2010	2009	Amount	Percent
Transportation revenue	\$ 46,361	\$ 34,028	\$ 12,333	36.2%
Cost of transportation	32,242	23,479	8,763	37.3%
Net transportation revenue	\$ 14,119	\$ 10,549	\$ 3,570	33.8%
Net transportation margins	30.5%	31.0%		

Transportation revenue was \$46.4 million for the three months ended September 30, 2010, an increase of 36.2% over transportation revenue of \$34.0 million for the three months ended September 30, 2009. Domestic transportation revenue increased by 33.9% to \$24.3 million for the three months ended September 30, 2010, from \$18.1 million for the three months ended September 30, 2009. International transportation revenue increased by 38.9% to \$22.1 million for the three months ended September 30, 2010, from \$15.9 million for the comparable prior year period. These increases in revenue were due to a stronger demand for our services.

Cost of transportation increased to \$32.2 million for the three months ended September 30, 2010, compared to \$23.5 million for the three months ended September 30, 2009 as a result of increased transportation revenues.

Net transportation margins decreased to 30.5% of transportation revenue for the three months ended September 30, 2010, as compared to 31.0% of transportation revenue for the three months ended September 30, 2009. The margin regression was attributed to proportionately higher international sales, which typically yield lower margins.

The following table compares certain condensed consolidated statement of operations data as a percentage of our net transportation revenue (in thousands) for the three months ended September 30, 2010 and 2009 (actual and unaudited):

	Three months ended September 30, 2010		2009		Change	
	Amount	Percent	Amount	Percent	Amount	Percent
Net transportation revenue	\$ 14,119	100.0%	\$ 10,549	100.0%	\$ 3,570	33.8%
Agent commissions	9,833	69.7%	7,455	70.7%	2,378	31.9%
Personnel costs	1,557	11.0%	1,422	13.5%	135	9.5%
Selling, general and administrative	1,063	7.5%	1,097	10.4%	(34)	(3.1)%
Depreciation and amortization	325	2.3%	410	3.9%	(85)	(20.7)%
Total operating expenses	12,778	90.5%	10,384	98.4%	2,394	23.1%
Income from operations	1,341	9.5%	165	1.6%	1,176	712.7%
Other income (expense)	(10)	(0.1)%	43	0.4%	(53)	(123.3)%
Income before income taxes and non-controlling interest	1,331	9.4%	208	2.0%	1,123	539.9%
Income tax expense	(506)	(3.6)%	(71)	(0.7)%	(435)	(612.7)%
Income before non-controlling interest	825	5.8%	137	1.3%	688	502.2%
Non-controlling interest	(42)	(0.3)%	(21)	(0.2)%	(21)	(100.0)%
Net income	\$ 783	5.5%	\$ 116	1.1%	\$ 667	575.0%

Agent commissions were \$9.8 million for the three months ended September 30, 2010, an increase of 31.9% from \$7.5 million for the three months ended September 30, 2009. Agent commissions as a percentage of net transportation revenue decreased to 69.7% for the three months ended September 30, 2010, from 70.7% for the comparable prior year period as a result of the proportional increase in international revenues which typically yield lower margins than our domestic revenues.

Personnel costs were \$1.6 million for the three months ended September 30, 2010, an increase of 9.5% from \$1.4 million for the three months ended September 30, 2009. Personnel costs as a percentage of net transportation revenue decreased to 11.0% for the three months ended September 30, 2010, from 13.5% for the comparable prior year period primarily as a result of increased net transportation revenues due to strong demand for our services, without the need to increase corporate personnel proportionately.

Selling, general and administrative costs were \$1.1 million for the three months ended September 30, 2010 and 2009. As a percentage of net transportation revenue, other selling, general and administrative costs decreased to 7.5% for the three months ended September 30, 2010, from 10.4% for the comparable prior year period.



Depreciation and amortization costs for the three months ended September 30, 2010, were approximately \$0.3 million, a decrease of 20.7% from \$0.4 million for the three months ended September 30, 2009. Depreciation and amortization as a percentage of net transportation revenue decreased to 2.3% for the three months ended September 30, 2010, from 3.9% for the comparable prior year period, primarily due to lower amortization costs associated with the Airgroup & Adcom acquisitions.

Income from operations was \$1.3 million for the three months ended September 30, 2010, compared to income from operations of \$0.2 million for the three months ended September 30, 2009.

Other expense was less than \$0.1 million for the three months ended September 30, 2010, compared to other income of less than \$0.1 million for the three months ended September 30, 2009.

Net income was \$0.8 million for the three months ended September 30, 2010, compared to net income of \$0.1 million for the three months ended September 30, 2009.

#### Liquidity and Capital Resources

Net cash provided by operating activities was \$0.7 million for the three months ended September 30, 2010, compared to net cash used of \$0.3 million for the three months ended September 30, 2009. The change was principally driven by a decrease in net collections on outstanding receivables, partially offset by a decrease in net payments on outstanding payables, positive cash flows from amortization of intangibles and income taxes attributable to current year net income.

Net cash used in investing activities was \$0.2 million for the three months ended September 30, 2010, compared to \$0.1 million for the three months ended September 30, 2009. Use of cash for the three months ended September 30, 2010, consisted of the purchase of \$0.1 million of fixed assets and payments made to the former Adcom shareholder totaling \$0.1 million. Use of cash for the three months ended September 30, 2009 consisted of the purchase of less than \$0.1 million in fixed assets and payments made to the former Adcom shareholder totaling \$0.1 million.

Net cash used in financing activities was \$0.4 million for the three months ended September 30, 2010, compared to net cash provided of \$0.3 million for the three months ended September 30, 2009. The cash used for financing activities for the three months ended September 30, 2010, consisted primarily of \$0.4 million of treasury stock purchases and a distribution to the non-controlling interest of a subsidiary of less than \$0.1 million, offset by net proceeds from our credit facility of \$0.1 million. The cash provided by financing activities for the three months ended September 30, 2009, consisted of borrowings from our credit facility of \$0.7 million, offset by \$0.4 million of treasury stock purchases.

#### Acquisitions

Below are descriptions of material acquisitions made since 2006 including a breakdown of consideration paid at closing and future potential earn-out payments. We define "material acquisitions" as those with aggregate potential consideration of \$1.0 million or more.

Effective January 1, 2006, we acquired all of the outstanding stock of Airgroup. The transaction was valued at up to \$14.0 million. This consisted of: (i) \$9.5 million payable in cash at closing; (ii) a subsequent cash payment of \$0.5 million, which was paid on December 31, 2007; (iii) as amended, an additional base payment of \$0.6 million payable in cash, \$0.3 million of which was paid on June 30, 2008 and \$0.3 million was paid on January 1, 2009; (iv) a base earn-out payment of \$1.9 million payable in Company common stock over a three year earn-out period based upon Airgroup achieving income from continuing operations of not less than \$2.5 million per year; and (v) as additional incentive to achieve future earnings growth, an opportunity to earn up to an additional \$1.5 million payable in Company common stock at the end of a five-year earn-out period (the "Tier-2 Earn-Out"). For the years ended June 30, 2009 and 2008, the former shareholders of Airgroup earned \$633,000 and \$417,000 in base earn-out payments, respectively.

During the quarter ended December 31, 2007, we adjusted the estimate of accrued transportation costs assumed in the acquisition of Airgroup which resulted in the recognition of approximately \$1.4 million in non-recurring income. Pursuant to the acquisition agreement, the former shareholders of Airgroup have indemnified us for taxes of \$0.5 million associated with the income recognized in connection with this change in estimate, which has been

reflected as a reduction of the additional base payment otherwise payable to the former shareholders of Airgroup.

In November 2008, we amended the Airgroup Stock Purchase Agreement and agreed to unconditionally pay the former Airgroup shareholders an earn-out payment of \$633,333 for the earn-out period ending June 30, 2009, to be paid on or about October 1, 2009 by delivery of shares of common stock of the Company. In consideration for the certainty of the earn-out payment, the former Airgroup shareholders agreed (i) to waive and release us from any and all further obligations to pay any earn-outs payments on account of shortfall amounts, if any, which may have accumulated prior to June 30, 2009; (ii) to waive and release us from any and all further obligation to account for and pay the Tier-2 Earn-Out payment; and (iii) that the earn-out payment to be paid for the earn-out period ended June 30, 2009 would constitute a full and final payment to the former Airgroup shareholders of any and all amounts due to the former Airgroup shareholders under the Airgroup Stock Purchase Agreement. In March 2009, Airgroup shareholders agreed to receive \$0.4 million in cash on an accelerated basis rather than the \$0.6 million in Company shares due in October of 2009. No further payments of purchase price are due in connection with this acquisition.

In May 2007, we launched a new logistics service offering focused on the automotive industry through our wholly owned subsidiary, Radiant Logistics Global Services, Inc. ("RLGS"). We entered into an Asset Purchase Agreement (the "APA") with Mass Financial Corporation ("Mass") to acquire certain assets formerly used in the operations of the automotive division of Stonepath Group, Inc. The original agreement provided for a purchase price of up to \$2.75 million, and was later reduced due to indemnity claims asserted against Mass.

In November 2007, the purchase price was reduced to \$1.6 million, consisting of cash of \$0.6 million and a \$1.0 million credit in satisfaction of indemnity claims asserted by us arising from our interim operation of the Purchased Assets since May 22, 2007. Of the cash component, \$0.1 million was paid in May of 2007, \$0.3 million was paid at closing, and a final payment of \$0.2 million was to be paid in November of 2008, subject to off-set of up to \$0.1 million for certain qualifying expenses incurred by us. Net of qualifying expenses and a discount for accelerated payment, the final payment was reduced to \$0.1 million and paid in June of 2008. No further payments of purchase price are due in connection with this acquisition.

Effective September 5, 2008, we acquired all of the outstanding stock of Adcom Express, Inc. The transaction was valued at up to \$11.05 million, consisting of: (i) \$4.75 million in cash paid at the closing; (ii) \$250,000 in cash payable shortly after the closing, subject to adjustment, based upon the working capital of Adcom as of August 31, 2008; (iii) up to \$2.8 million in four "Tier-1 Earn-Out Payments" of up to \$700,000 each, covering the four year earn-out period through 2012, based upon Adcom achieving certain levels of "Gross Profit Contribution" (as defined in the stock purchase agreement), payable 50% in cash and 50% in shares of our common stock (valued at delivery date); (iv) a "Tier-2 Earn-Out Payment" of up to a maximum of \$2.0 million, equal to 20% of the amount by which the Adcom cumulative Gross Profit Contribution exceeds \$16.56 million during the four year earn-out period; and (v) an "Integration Payment" of \$1.25 million, payable (a) on the earlier of the date certain integration targets are achieved or 18 months after the closing, and (b) payable 50% in cash and 50% in our shares of our common stock (valued at delivery date).

As of September 30, 2010, we owe Mr. Friedman \$297,468 in cash and \$258,509 in Company stock, which includes the Tier-1 earnout payment for the year ended June 30, 2010.

Assuming minimum targeted earnings levels are achieved, the following table summarizes our contingent base earn-out payments related to the acquisition of Adcom, for the fiscal years indicated based on results of the prior year (in thousands):

Estimated payment anticipated for fiscal year(1):	2012	2013
	7/1/2010 –	7/1/2011 –
Earn-out period:	6/30/2011	6/30/2012
Earn-out payments:		

Edgar Filing: RADIANT LOGISTICS, INC - Form 10-Q

Cash	\$	350	\$	350
Equity		350		350
Total potential earn-out payments	\$	700	\$	700
Total gross margin targets	\$	4,320	\$	4,320

(1) Earn-out payments are paid October 1 following each fiscal year end in a combination of cash and Company common stock.

## Credit Facility

In March 2010, our \$15.0 million revolving credit facility, including a \$0.5 million sublimit to support letters of credit (collectively, the "Facility"), was increased to \$20.0 million with a maturity date of March 31, 2012. The Facility is collateralized by accounts receivable and other assets of the Company and our subsidiaries. Advances under the Facility are available to fund future acquisitions, capital expenditures or for other corporate purposes, including the repurchase of the Company's stock. Borrowings under the facility bear interest, at our option, at the bank's prime rate minus 0.75% to plus 0.50% or LIBOR plus 1.75% to 3.00%, and can be adjusted up or down during the term of the Facility based on the Company's performance relative to certain financial covenants. The Facility is collateralized by accounts receivable and other assets of the Company and our subsidiaries and provides for advances of up to 80% of eligible domestic accounts receivable and for advances of up to 60% of eligible foreign accounts receivable.

The terms of the Facility are subject to certain financial and operational covenants which may limit the amount otherwise available under the Facility. The first covenant limits funded debt to a multiple of 4.00 times the Company's consolidated EBITDA (as adjusted) measured on a rolling four quarter basis. The second financial covenant requires the Company to maintain a basic fixed charge coverage ratio of at least 1.1 to 1.0. The third financial covenant is a minimum profitability standard that requires the Company not to incur a net loss before taxes, amortization of acquired intangibles and extraordinary items in any two consecutive quarterly accounting periods.

Under the terms of the Facility, we are permitted to make additional acquisitions without the lender's consent only if certain conditions are satisfied. The conditions imposed by the Facility include the following: (i) the absence of an event of default under the Facility; (ii) the company to be acquired must be in the transportation and logistics industry; (iii) the purchase price to be paid must be consistent with our historical business and acquisition model; (iv) after giving effect for the funding of the acquisition, we must have undrawn availability of at least \$1.0 million under the Facility; (v) the lender must be reasonably satisfied with projected financial statements we provide covering a 12 month period following the acquisition; (vi) the acquisition documents must be provided to the lender and must be consistent with the description of the transaction provided to the lender; and (vii) the number of permitted acquisitions is limited to three per calendar year and shall not exceed \$7.5 million in aggregate purchase price financed by funded debt. In the event that we are not able to satisfy the conditions of the Facility in connection with a proposed acquisition, we must either forego the acquisition, obtain the lender's consent, or retire the Facility. This may limit or slow our ability to achieve the critical mass it may need to achieve its strategic objectives.

Given our continued focus on the build-out of our network of exclusive agency locations, we believe that our current working capital and anticipated cash flow from operations are adequate to fund existing operations. However, continued growth through strategic acquisitions, will require additional sources of financing as our existing working capital is not sufficient to finance our operations and an acquisition program. Thus, our ability to finance future acquisitions will be limited by the availability of additional capital. We may, however, finance acquisitions using our common stock in payment of all or some portion of the consideration. In the event that our common stock does not attain or maintain a sufficient market value or potential acquisition candidates are otherwise unwilling to accept our securities as part of the purchase price for the sale of their businesses, we may be required to utilize more of our cash resources, if available, in order to continue our acquisition program. If we do not have sufficient cash resources through either operations or from debt facilities, our growth could be limited unless we are able to obtain such additional capital.

Advances made under our \$20.0 million facility are limited to the eligible accounts receivable available to support our borrowings. As of September 30, 2010, we have approximately \$12.1 in eligible accounts receivable and, net of advances outstanding, approximately \$6.2 million in remaining availability under the Facility to support future acquisitions and our on-going working capital requirements. We expect to structure acquisitions with certain amounts paid at closing, and the balance paid over a number of years in the form of earn-out installments which are payable

based upon the future earnings of the acquired businesses payable in cash, stock or some combination thereof. Except for the acquisition of our agent based stations, we would generally expect our acquisitions to contribute additional eligible accounts receivable to our borrowing base and create capacity for additional borrowings under our Facility. As we continue to execute our acquisition strategy, we will be required to make significant payments in the future if the earn-out installments under our various acquisitions become due. While we believe that a portion of any required cash payments will be generated by the acquired businesses, we may have to secure additional sources of capital to fund the remainder of any cash-based earn-out payments as they become due. This presents us with certain business risks relative to the availability of capacity under our Facility, the availability and pricing of future fund raising, as well as the potential dilution to our stockholders to the extent the earn-outs are satisfied directly, or indirectly, from the sale or issuance of equity.

### Off Balance Sheet Arrangements

As of September 30, 2010, we did not have any relationships with unconsolidated entities or financial partners, such as entities often referred to as structured finance or special purpose entities, which had been established for the purpose of facilitating off-balance sheet arrangements or other contractually narrow or limited purposes. As such, we are not materially exposed to any financing, liquidity, market or credit risk that could arise if we had engaged in such relationships.

### Critical Accounting Policies

Accounting policies, methods and estimates are an integral part of the consolidated financial statements prepared by management and are based upon management's current judgments. Those judgments are normally based on knowledge and experience with regard to past and current events and assumptions about future events. Certain accounting policies, methods and estimates are particularly sensitive because of their significance to the financial statements and because of the possibility that future events affecting them may differ from management's current judgments. While there are a number of accounting policies, methods and estimates that affect our financial statements, the areas that are particularly significant include the assessment of the recoverability of long-lived assets, specifically goodwill, acquired intangibles, and revenue recognition.

We perform an annual impairment test for goodwill. The first step of the impairment test requires that we determine the fair value of each reporting unit, and compare the fair value to the reporting unit's carrying amount. To the extent a reporting unit's carrying amount exceeds its fair value, an indication exists that the reporting unit's goodwill may be impaired and we must perform a second more detailed impairment assessment. The second impairment assessment involves allocating the reporting unit's fair value to all of its recognized and unrecognized assets and liabilities in order to determine the implied fair value of the reporting unit's goodwill as of the assessment date. The implied fair value of the reporting unit's goodwill is then compared to the carrying amount of goodwill to quantify an impairment charge as of the assessment date. We typically perform our annual impairment test effective as of April 1 of each year, unless events or circumstances indicate, an impairment may have occurred before that time.

Acquired intangibles consist of customer related intangibles and non-compete agreements arising from our acquisition. Customer related intangibles will be amortized using accelerated methods over approximately 5 years and non-compete agreements will be amortized using the straight line method over the term of the underlying agreement.

We review long-lived assets to be held-and-used for impairment whenever events or changes in circumstances indicate that the carrying amount of the assets may not be recoverable. If the sum of the undiscounted expected future cash flows over the remaining useful life of a long-lived asset is less than its carrying amount, the asset is considered to be impaired. Impairment losses are measured as the amount by which the carrying amount of the asset exceeds the fair value of the asset. When fair values are not available, we estimate fair value using the expected future cash flows discounted at a rate commensurate with the risks associated with the recovery of the asset. Assets to be disposed of are reported at the lower of carrying amount or fair value less costs to sell.

As a non-asset based carrier, we do not own transportation assets. We generate the major portion of our air and ocean freight revenues by purchasing transportation services from direct (asset-based) carriers and reselling those services to our customers. Based upon the terms in the contract of carriage, revenues related to shipments where we issue a House Airway Bill ("HAWB") or a House Ocean Bill of Lading ("HOBL") are recognized at the time the freight is tendered to the direct carrier at origin. Costs related to the shipments are also recognized at this same time based upon anticipated margins, contractual arrangements with direct carriers, and other known factors. The estimates are routinely monitored and compared to actual invoiced costs. The estimates are adjusted as deemed necessary by us to reflect differences between the original accruals and actual costs of purchased transportation.





This method generally results in recognition of revenues and purchased transportation costs earlier than the preferred methods under generally accepted accounting principles ("GAAP") which do not recognize revenues until a proof of delivery is received or which recognize revenues as progress on the transit is made. Our method of revenue and cost recognition does not result in a material difference from amounts that would be reported under such other methods.

#### Item 4. Controls and Procedures.

An evaluation of the effectiveness of our "disclosure controls and procedures" (as such term is defined in Rules 13a-15(e) or 15d-15(e) of the Securities Exchange Act of 1934, as amended (the "Exchange Act") as of September 30, 2010, was carried out by our management under the supervision and with the participation of our Chief Executive Officer ("CEO") who also serves as our Chief Financial Officer ("CFO"). Based upon that evaluation, our CEO/CFO concluded that, as of September 30, 2010, our disclosure controls and procedures were effective to provide reasonable assurance that information we are required to disclose in reports that we file or submit under the Exchange Act is (i) recorded, processed, summarized and reported within the time periods specified in the Securities and Exchange Commission rules and forms and (ii) accumulated and communicated to our management, including our CEO/CFO, as appropriate to allow timely decisions regarding disclosure.

There have not been any changes in our internal control over financial reporting (as defined in Rules 13a-15(f) and 15d-15(f) under the Exchange Act) that occurred during the fiscal quarter ended September 30, 2010, which have materially affected, or are reasonably likely to materially affect, our internal control over financial reporting.

## PART II. OTHER INFORMATION

#### Item 2. Unregistered Sales of Equity Securities and Use of Proceeds.

We have a share repurchase program that authorizes us to purchase up to 5,000,000 shares of common stock through December 31, 2010. The share repurchases may occur from time-to-time through open market purchases at prevailing market prices or through privately negotiated transactions as permitted by securities laws and other legal requirements. The following table sets forth information regarding our repurchases or acquisitions of common stock during the three month period ended September 30, 2010:

Period	Total Number of Shares (or Units) Purchased	Average Price Paid per Share (or Unit)	Total Number of Shares Purchased as Part of Publicly Announced Plans or Programs	Maximum Number (or Approximate Dollar Value) of Shares that May Yet Be Purchased Under the Plans or Programs (1)
Repurchases from July 1, 2010 through July 31, 2010	558,740	\$ 0.280	558,740	1,012,761
Repurchases from August 1, 2010 through August 31, 2010	587,800	\$ 0.307	1,146,540	424,961
Repurchases from September 1, 2010 through September 30, 2010	232,500	\$ 0.348	1,379,040	192,461
Total	1,379,040	\$ 0.303	1,379,040	192,461

(1)

In May 2009, our Board of Directors authorized the repurchase of up to 5,000,000 shares of our common stock through December 31, 2010.

Item 6. Exhibits

Exhibit No.	Exhibit	Method of Filing
31.1	Certification by Principal Executive Officer and Principal Financial Officer pursuant to Rules 13a-14(a) and 15d-14(a) of the Securities Exchange Act of 1934, as amended, as adopted pursuant to Section 302 of the Sarbanes-Oxley Act of 2002	Filed herewith
32.1	Certification by the Principal Executive Officer and Principal Financial Officer pursuant to 18 U.S.C. Section 1350, as adopted pursuant to Section 906 of the Sarbanes-Oxley Act of 2002	Filed herewith
99.1	Press Release dated November 11, 2010	Filed Herewith

SIGNATURES

Pursuant to the requirements of the Securities Exchange Act of 1934, the registrant has duly caused this report to be signed on its behalf by the undersigned, thereunto duly authorized.

Date: November 12, 2010

RADIANT LOGISTICS, INC.  
/s/ Bohn H. Crain  
Bohn H. Crain  
Chief Executive Officer and Chief Financial Officer

Date: November 12, 2010

/s/ Todd E. Macomber  
Todd E. Macomber  
Senior Vice President and Chief Accounting  
Officer

EXHIBIT INDEX

Exhibit No.	Exhibit
31.1	Certification by Principal Executive Officer and Principal Financial Officer pursuant to Rules 13a-14(a) and 15d-14(a) of the Securities Exchange Act of 1934, as amended, as adopted pursuant to Section 302 of the Sarbanes-Oxley Act of 2002
32.1	Certification by Principal Executive Officer/Principal Financial Officer pursuant to 18 U.S.C. Section 1350, as adopted pursuant to Section 906 of the Sarbanes-Oxley Act of 2002
99.1	Press Release dated November 11, 2010