

SPECIALTY TRADE CONTRACTOR AND HEAVY EQUIPMENT BUSINESS FOR SALE

Client #: H-N1775

Summary:

This is a well-established specialty trade contractor and heavy equipment business for sale. It is part of the construction industry. The business supplies specialty, onsite services to companies in the fields of job site preparation, demolition, and roadwork. Its mobile fleet of equipment provides its customers substantial savings in time and material costs.

The Seller started the business 10 years ago based on experience in this field. Responsiveness, availability, and integrity built its excellent reputation and strong, repeat client base. It works with many Fortune 500 companies. It is unique because it only provides these specialty services. Its competition provides the same services but as an offshoot of its main business. This single focus lets the company provide high quality customer service from start to finish.

The company is growing thanks to increased demand for their services. This demand is due to infrastructure growth, a strong emphasis on recycling, and residential, commercial, and industrial construction. Business comes from repeat clients with new ones coming from referrals and word-of-mouth. A new owner could easily grow the company by implementing marketing and adding a sales representative.

The business is completely turn-key. It is home-based and relocatable. A new owner will have sufficient storage capacity for the equipment. The company is a good fit for an entrepreneur with industry experience. It is also ideal as a synergistic add-on or as an acquisition for expanding an existing business.

Location: Indiana

Reason for the Sale: Seller is pursuing another career.

Pricing Information:

Due to the unique nature of this business and the variety of acquisition structures that the Seller is willing to entertain, it will be assumed that the Purchaser, and/or advisor of Purchaser, will possess sufficient financial sophistication to determine value and submit a purchase offer.

Financial Information:

2017 Sales = \$405,851 and Cash Flow = \$227,164

2016 Sales = \$394,595 and Cash Flow = \$232,304

2015 Sales = \$541,696 and Cash Flow = \$358,307

**Cash Flow = net income + depreciation + amortization + interest + officer's direct & indirect compensation + non-recurring expenses*

Real Estate Information:

The company is home-based and relocatable. A new owner will have sufficient storage capacity for the equipment.

Equipment Information:

The equipment is in very good condition. A detailed list of assets to be included in the sale is available upon request.

Employee Information:

In addition to the Seller, who operates the business, there is one (1) full-time employee. It is not anticipated that there will be any employee turnover as a result of the sale.

Training & Transition Information:

To ensure a smooth and seamless transition, the Seller is willing to train and transition the Purchaser for a mutually agreeable time period immediately following closing.

Important Notice: Information is believed true, but is not verified. No warranty is express nor is it implied.

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