

Profitable Residential and Commercial Fencing Company

Client #: H-N1666

Summary:

This is a profitable residential and commercial fencing company for sale. It is locally owned and operated. The fencing company has been in business for over 45 years. It provides year-round sales, installations, and repair services for all types of fencing. It is known for its quality products and guaranteed work. The company is fully licensed, bonded, and insured.

This fencing company has an expert sales force that helps residential, commercial, and industrial clients find the perfect fence for their home or business. They offer a variety of fence types depending on client need. Wood fencing is considered great for privacy-minded clients. The fences come in all types and heights and with custom colors and finishes. For the budget conscious, they offer standard and vinyl chain-link and cyclone fencing. For those concerned with upkeep, vinyl fencing offers the best option. Options include privacy, picket, and chain link fencing. For clients who are looking for fencing that creates a “look”, they provide ornamental iron. This fencing is designed to be weather resistant. They also install and repair custom gate systems, custom fencing, and decks. All fencing is installed by qualified, competent installation crews.

A new owner-operator can easily take advantage of the rising demand for fencing by establishing relationships with area builders. Additionally, the company has a large base of clients which includes many residential clients, local schools, universities, and governments. Many are repeat clients with new projects. A new owner could easily increase business by:

- Increasing advertising in adjacent areas
- Efficiently utilizing social media
- Increasing target marketing to residential markets
- Adding incentives for customer referrals

The growth potential is unlimited!

Location: Mid-North Indiana

Reason for the Sale: Seller is retiring

Asking Price: \$120,000

Equipment and approximately \$10,000 of inventory **are not** included in the sale. The Seller will consider financing a portion of the sale with a substantial down payment.

Financial Information:

2018 Sales = \$438,628 and EBITDA = \$ 90,359
 2017 Sales = \$538,363 and EBITDA = \$160,702
 2016 Sales = \$646,966 and EBITDA = \$184,954

Employee Information:

There are 3 full-time employees. It is not anticipated that there will be any employee turnover as a result of the sale.

Real Estate Information:

The real estate is owned by the Seller. The Seller is willing to lease the necessary office and storage space for terms to be negotiated.

Equipment Information:

The equipment is in new or good condition. In December 2018, the Seller purchased a combined total of four new pieces of equipment and vehicles for \$125,000. Equipment is not included in the asking price. A detailed list of assets is available upon request.

Training & Transition Information:

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