

SELLER PROFILE

Industrial Supply - Sales and Service

Gross Revenues: \$54 million

EBITDA: \$5 million

Trade Area: Texas, OK, LA, NM

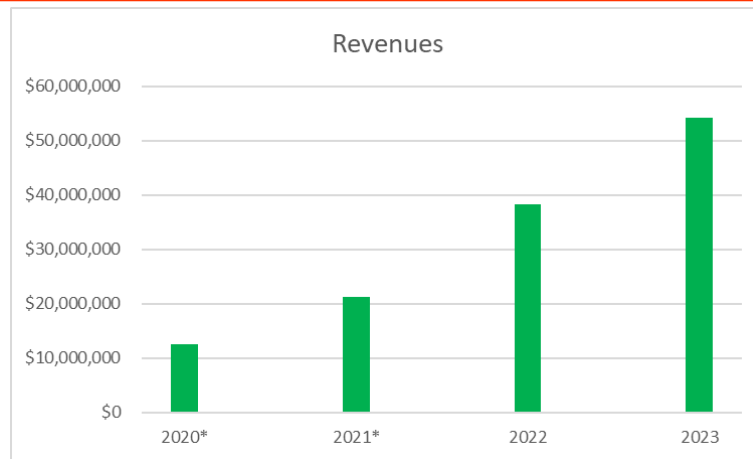
Asking Price: Reasonable multiple of EBITDA

Terms: Negotiable

Facilities: Leased

ACQUISITION HIGHLIGHTS

- Strong customer loyalty earned by consistently providing superior service and demonstrating expertise in flow control and measurement
- Reliably generating a gross profit margin of 24% with an EBITDA of just under 10%
- Diversified business model allows for growth opportunities in various areas
- Key employees who can continue to drive cash flow without constant supervision
- Efficient operating procedures in place to continue existing progress and provide an avenue for rapid growth opportunities
- Excellent name and reputation in the marketplace
- Strong barriers to market entry



This company is a perfect example of a good entrepreneur starting a business who knows his industry and market, the products and applications, and the needs of the customers. The owners built the Business from scratch, but like so many other business owners who know and love the operational aspects of the industry. The Business has now grown to the point where a strategic partner or investor is essential to the step to higher levels.

Gross revenues have grown steadily over the last several years, peaking at \$54.2MM revenue for the year ending December 31, 2023. Adjusted EBITDA for the same period is \$5.2MM. Gross profit margins average 24%. Sales continue to increase through adding new locations, expanding its customer base as well as adding new products and services to existing customers.

Since the Business is dynamic and growing, a selling price has not been set for the Business. Sellers are allowing the market to determine the price, which will depend on overall structure and other terms; however, the Sellers have realistic expectations with respect to value.

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