

# Opportunity

## BN000045577 – Proprietary Water Treatment Chemical Formulator With Maintenance & Application Capabilities

Location: South Central US



The company provides standard and customized chemical formulation and plant automation equipment for water treatment systems.

## Bids Invited

### Key Aspects

- Tailor-made chemical blends based on commercial or industrial system needs
- Over 70% of clients have annual contracts with a high rate of renewal, according to ownership
- Advanced automation control systems increase testing efficiency and monitoring capabilities
- Extensive client base with diverse industry coverage
- Recognized for efficient installations and reliable client communication
- Tenured employees with vast industry experience

### Key Indicators

Period Ending	Revenue Source	Revenue '000	Gross Profit '000	Adj. EBITDA '000
12/31/2021	Internal	\$1,344	\$1,074	\$8
12/31/2022	Internal	\$1,455	\$1,127	\$112
12/31/2023	Internal	\$1,561	\$1,226	\$107

In order that we may obtain our client's permission to release the Information Memorandum, please contact:

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### Opportunities

- Increase presence in other geographic areas locally and in surrounding states
- Distribute a product line of chemical blends to similar companies on an online platform
- Increased regulation of water treatment globally will lead to higher demand for water treatment chemicals
- Expand online presence and diversify revenue through online product offerings

### Headquartered

- South Central US

### Current Markets

- The company serves commercial and industrial clients in the public and private sectors within the state and in surrounding states.

### Real Estate

- The company operates from a 9,000 square foot facility, which is leased from an affiliated entity. Ownership is open to leasing the property post-sale.

### Shareholder Objectives

- Ownership is seeking an eventual full exit from the company and is open to various deal structures to facilitate a transaction. The active owner is willing to remain with the company for a negotiable period post-sale to assist with future growth.

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