

# Opportunity

## BM020360 – Agricultural Company Specializing in Chemical & Fertilizer Applications in Texas

Location: Texas



The company is an agricultural and chemical supply company specializing in aerial application services for regional growers. The company also offers ground application services and acts as a wholesaler of pesticides and fertilizer products for consumers

## Bids Invited

### Key Aspects

- Trusted company operating since 1958
- Experienced and dedicated employees with long tenures in the industry and company
- 95% rate of repeat business with long-standing customer connections
- Additional revenue streams from various product sales, as well as surveying and consulting services

### Key Indicators

Period Ending	Revenue Source	Revenue '000	Gross Profit '000	Adj. EBITDA '000
12/31/2020	Tax Returns	\$2,847	\$985	\$283
12/31/2021	Tax Returns	\$4,354	\$1,468	\$569
12/31/2022	Tax Returns	\$5,910	\$1,857	\$937
10/31/2023	YTD	\$4,602	\$1,524	\$438

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

**Southwest Deals (R)**  
**swdeals@benchmarkintl.com**  
**(512) 347-2000**

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## Opportunities

- Expand at regional airport location to include new equipment storage areas and hangars.
- Augment the fertilizer and pesticide product lines with new and exclusive brands.
- Add proprietary seed lines for agriculture.
- Advantageous position for bulk product orders, early order discounts, and incentive programs to further increase margins.

## Headquartered

- Texas

## Current Markets

- The company serves agricultural businesses in Texas.

## Real Estate

- The company operates from two facilities in Texas, both owned and leased from unrelated third parties. One location is leased from the city and is not expected to be included in the sale, while the second location may be purchased separately.

## Shareholder Objectives

- The sole owner would like to step away from day-to-day operations at the company. He is willing to remain for the long-term and is open to various deal structures to facilitate a transaction.

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