

Opportunity

BN000040755 - Long-Established Ground Engagement Tools Distributor

Location: Southern United States



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The company is a legacy heavy equipment parts reseller that distributes ground-engaging parts and product support to the construction industries.

Bids Invited

Key Aspects

- Operating for over 45 years
- FYE 2023 revenue of \$3.5 million
- Revenue CAGR of 7.6% over the last four years
- Innovative equipment tools and parts that improve efficiency and longevity of heavy equipment
- Well-established client base built over four decades with 80% being repeat clients
- Long-term strategic alliances with manufacturers that offer cutting edge equipment parts
- Strong reputation for high quality heavy equipment parts

Key Indicators

Period Ending	Revenue Source	Revenue '000	Gross Profit '000	Adj. EBITDA '000
9/30/2020	Internal	\$3,045	\$1,090	\$366
9/30/2021	Internal	\$3,156	\$1,087	\$410
9/30/2022	Internal	\$3,644	\$1,236	\$527
9/30/2023	Internal	\$3,527	\$1,182	\$443

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

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Opportunities

- The Federal Infrastructure and Jobs Act, passed in November of 2021, is expected to continue the demand for construction equipment
- Drill down on current supplier product lines to further expand product selection
- Expand brand awareness to continue to grow client base
- Company possesses capabilities expand into providing equipment to other industries with minimal investment

Headquartered

- Southern U.S.

Current Markets

- The company sells to a wide market in the construction and infrastructure industries

Real Estate

- The business operates from a 12,500 square-foot combination warehouse and office property. The real estate is owned by the company and is available for sale or lease as part of a transaction. There is room to grow in the current location.

Shareholder Objectives

- The owners are seeking an eventual exit to pursue other unrelated interests. Owners are willing to remain on for a negotiable period to ensure a smooth transition

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