

# Opportunity

## BN000042121 - Well-Established Service and Trucking Company for the Oil and Gas Industry

Location: Southwest, USA



The company specializes in heavy haul and general maintenance for the oil and gas industry. The company's other services include dirt work, roustabout services, equipment rental, and general logistical support including hot shot services.

## Bids Invited

### Key Aspects

- Revenue of over \$7.1 million and adjusted EBITDA of \$1 million for the FY 2022
- Strong connections and an established reputation throughout the primary area of business
- The company has approximately 15 Master Service Agreements in place
- Quick and accurate billing
- Emphasis on safety with zero reportable accidents or trucking related injuries
- Tenured management team with a deep understanding of their departments and roles

### Key Indicators

Period Ending	Revenue Source	Revenue '000	Gross Profit '000	Adj. EBITDA '000
12/31/2019	Internal	\$3,741	\$883	\$285
12/31/2020	Internal	\$2,721	\$574	(\$17)
12/31/2021	Internal	\$3,023	\$692	\$164
12/31/2022	Internal	\$7,114	\$1,625	\$1,014

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 to other shale plays throughout the Southwestern United States
- Continue to expand existing service offerings in the oil and gas industry
- Increased operations in rental the segment of the business can provide additional revenue streams
- Rising demand for dirt work provides additional opportunity for expansion

### Headquartered

- Southwest, USA

### Current Markets

- The company serves the oil and gas industry in the Southwest United States

### Real Estate

- The business operates from a 4,000 square-foot facility owned by the operating entity on four acres of land. There is room to grow in the current location which has an additional four acres of land on an adjacent property. The real estate is expected to be included in the sale, so no provision for rent has been made.

### Shareholder Objectives

- The sole owner is looking for a full exit from the business. Ownership is open to a variety of deal structures to facilitate a transaction.

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