

Opportunity

BN000046322 – Mobile Crane Rental Company With Diverse Service Offerings

Location: South Central US



The company is a venerable crane and rigging company providing hydraulic mobile crane rentals and rigging services. Complementary services include trucking, indoor and outdoor storage, and other equipment rentals.

Bids Invited

Key Aspects

- Operating for more than three decades with a highly respected brand name & deep market connections
- Diverse & state-of-the-art equipment fleet affords favorable cross-sell opportunities
- Highly experienced employees, several with 15+ year company tenures
- According to management, 81% of revenue is attributable to repeat clients
- High client diversification across many key industries and markets
- Historically Underutilized Business (HUB) designation

Key Indicators

Period Ending	Revenue Source	Revenue '000	Gross Profit '000	Adj. EBITDA '000
5/31/2021	Internal	\$13,356	\$3,648	\$1,770
5/31/2022	Internal	\$14,800	\$4,298	\$2,829
5/31/2023	Internal	\$17,560	\$6,601	\$4,643
12/31/2023	TTM	\$18,738	\$6,968	\$5,536

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

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Opportunities

- Utilize current facilities to expand on storage services
- Expand operations into other cities within the state
- According to management, projects funded by the Infrastructure Act of 2022 are expected to continue to increase demand for heavy equipment and machinery
- Continue to acquire Master Service Agreements (MSA's) with local clientele

Headquartered

- South Central US

Current Markets

- The company serves a diverse range of clientele, which typically consists of subcontractors or corporations with construction, aerospace, HVAC, freight, railroad, chemical refinement projects, and oil & gas companies in the company's state.

Real Estate

- The company operates from a 25,400 square-foot headquarters with an additional 22,403 square-foot warehouse and an adjacent 10-acre lot that is used for storage. The properties are held by an affiliated entity. The real estate can be included as part of a transaction or leased to new ownership post-sale.

Shareholder Objectives

- The sole owner is seeking retirement and an eventual full exit from the company. The sole owner is open to various deal structures to facilitate a transaction.

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