

Acquisition Opportunity

[JDEU] – [Concrete Pumping Company For Sale in North Texas]

Corporation Type: C-Corp Location: North Texas NAICS Code: 238110



Founded over 20 years ago, the company is a family-owned business that has a rich heritage in the concrete construction sector. Since acquiring its first pump in 1999, the company has honed its focus exclusively on concrete pumping, allowing its customers to manage the contracting. The company's skilled operators bring vast experience in both concrete work and pump truck operations. Committed to excellence, the company operates a fleet of modern trucks to ensure consistent reliability. The services range span a 100-mile radius, guaranteeing satisfaction for its clients

ASKING
\$17,271,000

Top Details/Business Activity

- **Business Model:** As a trusted provider, the company offers concrete pump trucks along with skilled operators, specifically catering to commercial general contractors.
- **Turnkey Operations:** The operations are streamlined with established systems and processes, ensuring consistent and efficient service delivery.
- **Strong Revenue Growth:** The company has seen a remarkable revenue increase of over 50% in the past year.
- **Robust Cash Flow Margin:** In 2021 and 2022, the company maintained a healthy average cash flow margin of 22.9%, which has surged to an average of 35.2% in 2023 and 2024.
- **Strong Cash Flow:** The company generated \$3.13 million in cash flow in 2023 and is projected to increase to \$3.64 million in 2024.
- **Limited Marketing:** An impressive over 95% of business volume comes from referrals and repeat clients, highlighting the company's commitment to quality and reliability.
- **Assets Included:** The company possesses fixed assets of over \$8,000,000, including a fleet of pump trucks and other critical equipment.
- **Established Brand:** The company has built a reputation for punctuality, adhering to budgets, and delivering superior quality, which has helped establish a strong brand over the years.
- **Large New Contract:** Recently, the company secured a significant contract worth \$15,000,000, to pump more than 700,000 yards of concrete at a competitive rate of \$12.50 per yard.

Strengths

- Consistent Growth in Annual Sales
- Experienced and Valuable Team Members
- Comprehensive and Current Financial Records
- Broad and Loyal Clientele
- Clearly Defined Organizational Structures and Roles

Weaknesses

- Possible Substantial Capital Investment Needed for Further Growth

Reason for selling:

- Retirement

Key Indicators (Accrual Basis):

Year (Financial Year End: 12/31)	2024 Annualized \$'000	2023 \$'000	2022 \$'000	2021 \$'000
Revenue	9,608	9,621	6,206	5,224
Adj. EBITDA*	3,640	3,130	1,319	1,278

*Profit before interest, tax, depreciation, amortization (non-cash items) including owner salary, one-time and discretionary expenses.

Included in offering:

- Working Capital: up to \$810,000
- Fixed Assets: \$8,079,000

Business Days and Hours

- Monday - Friday: 24/7
- Saturday - Sunday: 24/7

Employees:

- The Company has a total of 36 full time employees.

Support and Training

- The Owner genuinely desires an effective business transition with seamless customer service through to the buyer. They will train a buyer for 30 days. An additional consulting contract can be obtained.

Next Steps

- In order for us to release the Confidential Information Memorandum, complete the Non-Disclosure Agreement and Buyer Profile and return to:

Jacob Davis, Managing Director

Jacob@thevantgroup.com

(979) 218-4429



CORPORATE/INVESTMENT GROUP CONFIDENTIALITY AGREEMENT

Concrete Pumping Company For Sale in North Texas

Sale Price: \$17,271,000

1. For good and valuable consideration, the receipt and sufficiency of which are acknowledged, the undersigned ("The Recipient") enters into this Confidentiality Agreement with The Vant Group, Inc., a Texas corporation ("the Broker") and for the benefit of the Broker's client (the "Company") that shall be identified by the information disclosed under this Confidentiality Agreement.
2. The Broker has attached hereto or has provided or may subsequently provide to the Recipient in connection herewith certain technical, financial, and/or business information (collectively the "Information") regarding the Company (as above designated) to facilitate an evaluation by the Recipient whether to acquire the Company or stock or assets thereof. The Recipient acknowledges that the Information is highly confidential and proprietary to the Company.
3. The Recipient shall not at any time, without prior written consent of the Company, furnish, copy, reproduce or distribute, in whole or in part, directly or indirectly, the Information to anyone, except Recipient's financial advisors, investors, tax advisors and attorneys, who may be furnished with the Information for the sole purpose of advising the Recipient as to the structure of any proposed purchase of the Company (or its stock or assets), and it will keep permanently confidential the Information and will use the Information only for the purpose set forth above. The Recipient shall be under no obligation to maintain as confidential any information which (a) Recipient can show by legally sufficient written evidence was in its possession prior to disclosure by the Broker and/or the Company; or (b) becomes generally available to the public in tangible form other than by acts or omissions of Recipient; or (c) is lawfully obtained from a third party. The Recipient shall not contact the Company to discuss the sale or purchase of the Company or the Information without prior written consent of the Broker.
4. The Recipient hereby indemnifies and holds harmless the Broker, and its agents, representatives, employees and attorneys, from and against any and all claims, liabilities, actions, causes of action and damages, arising from or relating to any injury or loss arising out of, from, or attributed to the transactions or matters subject hereof, or the actions, omissions, wrongful conduct or other breach of this Confidentiality Agreement by Recipient, which indemnification shall include, without limitation, reimbursement of attorney's fees and expenses incurred by the Broker in connection herewith.
5. The Recipient shall not enter into any agreement for the purchase of the Company or its stock or assets unless said agreement contains a provision wherein the parties thereto acknowledge that the Broker is the procuring cause of such agreement and the Broker is entitled to a broker's commission as agreed upon by the Company and the Broker.
6. While the Information is believed to be accurate, it is subject to change, error or withdrawal of offering, without notice. The Company and the Broker expressly disclaim any and all liability for representations or warranties, expressed or implied, contained in the Information, or, for omissions from it. The Company reserves the right to require the return of the Information at any time.
7. A facsimile transmission of this document is legal and binding.
8. The Recipient warrants that the undersigned is a duly authorized by the Recipient to enter into binding legal contracts on its behalf.
9. This Agreement contains the entire agreement between the parties hereto with regard to the subject matter hereof. If one or more of the provisions contained herein shall be held to be invalid, illegal or unenforceable, the balance of this Agreement shall remain in full force and effect. This Agreement shall be binding upon the parties' heirs, successors and assigns, where permitted. This Agreement may not be assigned by the Recipient without the prior written consent of the Broker. No ambiguity herein shall be resolved presumptively against any party. This Agreement shall be construed in accordance with the laws of the State of Texas, and the obligations of the parties are performable in Dallas, County, State of Texas, where venue shall lie for any actions brought hereunder.

RECIPIENT:

Company Name

Signature

Print Name

Date: _____

Street

City State Zip

Phone

Fax