

Acquisition Opportunity

[IBRB] – Certified Service Center and Industrial Supply Distributor with \$700K+ Cash Flow

Corporation Type: S-Corp Location: Richland Hills, TX NAICS Code: 423830 & 811310

The Company operates is an independent certified service center and distributor of industrial supplies, delivering comprehensive full-service solutions to the light construction industry. It represents various OEM partners and engine manufacturers. Known for high-quality service, quick turnaround times, and professional on-site representation, the company focuses on maintenance, parts, sales support, and customer service for light construction equipment. This includes generators, welders, light towers, pumps, rollers, air compressors, rammers, and saws.

ASKING
\$2,600,000

Top Details/Business Activity

- **Longevity:** Founded in 2006, the company has been a leading force in the industry for over 15 years.
- **Stable Revenues:** Generated \$3.9 million in gross revenue in 2023, with a similar projection for 2024.
- **Strong Cash Flow:** Achieved over \$600,000 in cash flow in 2023, with expectations to surpass \$700,000 in 2024.
- **Robust Cash Flow Margins:** Maintained an average cash flow margin of 16.5% over the past two years, aiming for 18.4% in 2024.
- **Established Brand:** Renowned for exceptional quality, delivering projects on time and within budget.
- **Limited Marketing:** 90% - 95% of business is generated through referrals and repeat customers.
- **Customer Concentration:** No single customer accounts for more than 10% of total sales.

Strengths

- Exceptional Customer Service
- Experienced Personnel
- Availability of Parts and Equipment in Stock

Weaknesses / Opportunity

- Expanding Growth Avenues
- Enhancing Field Representation
- Strengthening Marketing Initiatives
- Improving Online Presence
- Developing Field Technical Services

Marketing Strategy

- The Company's inside sales team includes two dedicated inside sales representatives, with the owner also participating in inside sales activities.

Reason for selling:

- Retirement.

Key Indicators (Accrual Basis):

Year <small>(Financial Year End: 12/31)</small>	2024 <small>Annualized \$'000</small>	2023 <small>\$'000</small>	2022 <small>\$'000</small>	2021 <small>\$'000</small>
Revenue	3,943	3,893	2,543	2,345
Gross Profit	1,499	1,444	1,201	897
Adj. EBITDA*	725	641	422	262

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

Included in offering

- Assets: \$495,000
- Inventory: \$430,000

Business Days and Hours

- Monday - Friday: 7:00am to 4:00pm
- Saturday - Sunday: Closed

Employees

- The Company employs five full-time staff members. Key positions include an Operations Manager, Equipment Technician, and Administrative Assistant.

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 14 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:

Ian Biggs, Managing Director

ian@thevantgroup.com

(720) 289-8262



CORPORATE/INVESTMENT GROUP CONFIDENTIALITY AGREEMENT

Certified Service Center and Industrial Supply Distributor Sale Price & Down Payment: \$2,600,000

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	Street
_____	_____
Signature	City State Zip
_____	_____
Print Name	Phone
Date: _____	_____
	Fax