

REFERENCE # GSM611

Opportunity: ACQUISITION

Heavy Equipment, Truck Sales and Rental

Business:

A Veteran owned and operated business that began in 1999 specializing in the commercial truck, heavy equipment, and trailer market. Offerings include both new and used equipment as well as equipment rental.

Parts department carries a wide selection of parts and accessories. Service Department has highly trained technicians that are dedicated to maintaining and servicing loader and other equipment.

Opportunities:

Current owner is doubling the floor plan which will create significant increase in both revenues and EBITDA. Rental portion just began in 2020 and accounted for 5% of revenues.

Market Currently Served:

Currently serving clients Internationally.

KEY FEATURES:

- Authorized Wacker Neuson dealership
- Expertise in exporting commercial trucks and heavy equipment all over the world for many years. Experience and knowledge to ship to any ports all over the globe.
- Resources all over the world to locate trucks, equipment, trailers, autos and even concrete or asphalt plants.
- Knowledgeable finance staff to make the process of purchasing easy.
- Parts department Carries a wide selection of parts and accessories.
- Highly trained technicians are dedicated to maintaining and servicing equipment.



Real Estate:

Located on 4.81 acres. 1,000 sq. ft. office space, 1 loading dock in rear, 2 additional drive-in doors and 2 side doors. Gated driveway entrance. Zoned Highway Business

| | 2019 | 2020 | 2021 | 2022 thru June |
|----------------|-------------|-------------|-------------|----------------|
| Gross Revenue | \$5,560,631 | \$5,945,250 | \$7,001,435 | \$7,871,596 |
| Officer Salary | \$72,000 | \$78,000 | \$85,119 | |
| Payroll Taxes | \$6,000 | \$6,000 | \$6,000 | |
| Depreciation | \$47,424 | \$150,397 | \$411,717 | |
| Interest | \$132,385 | \$93,561 | \$134,413 | \$102,677 |
| Officer Life | \$2,751 | \$3,987 | \$3,311 | |
| Company Profit | \$442,570 | \$669,803 | \$524,392 | \$2,138,718 |
| EBITDA | \$703,130 | \$1,001,703 | \$1,162,453 | \$2,241,395 |

Gulfstream Mergers & Acquisitions

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