

Available for Acquisition

Landscape Company...Market Leader

The Company is the regional leader in the business setting the highest quality standards through it's management team and custom built highly efficient operation and facility.

2006 Revenue: \$4.3MM

Location: Massachusetts

- **Outstanding Name and Reputation:** The Company has an outstanding reputation for quality and responsive service. This has led to organic growth primarily by "word of mouth". Growth has been achieved with no advertising!!!
- **"Turn-key" Operation/"Property Manager":** The Company operates a total turn-key one stop- one bill service. Customers tend to maintain relationships with companies that provide a broader spectrum of services.
- **Second Tier Management in Place:** The Company has a management team in place that can easily transition to a new owner.
- **In-house Capacity for Earnings Growth:** The existing facility can accommodate growth for an estimated 30 million dollars in business.
- **Broad Product Line:** The Company offers year round services for their customers and in fact acts as a "property manager". This broader service offering aids in maintaining existing customers while locking out competition.
- **"Blue Chip" Customer Base:** The customer base includes mostly high end residential customers (58% of 2006 sales). This market tends to exhibit higher loyalty and spends more per household than other strata of customers.
- **Custom Designed State of the Art Facility:** The 14.2 acre facility and buildings were created solely for the use to support this business. As such, it is much more efficient operationally and permits bulk purchase of raw materials for reduced material cost. Furthermore, the operation positions our client to provide a higher level of customer service and responsiveness.

For further information regarding **Client # S0829**
you are invited to contact:

eMerge M&A

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New York, NY 10017
212.804.8282
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Business Summary

Located in western Massachusetts, the Company is a privately-owned corporation employing 72 people seasonally and year 12 people year around. Founded in 1997, the Company is the regional leader in its market. The Company is positioned and operating as the premier high end landscape contractor in the region for a full spectrum of clients. Quick response combined with an experienced staff and complete high end operating infrastructure, facility and capabilities allow the Company to keep ahead of the competition.

The Company is a "one stop- one bill" company providing convenient reliable service for their customers. The service mix provided is general landscape maintenance; (55% of 2006 sales), plant material installation; (33% of 2006 sales), masonry; (12% of sales),

Our client operates from a 14.2 acre state of the art facility specifically built to serve the needs of a landscape contracting company. The custom built facility and operations include 24 foot wide, one way roads to permit easy access for trucks, 11 custom built buildings, custom built material storage bins that reduce waste, and the capability to purchase supplies in bulk to reduce costs. Management estimates this facility and operation can handle \$30,000,000 in business with higher margins then industry average due to increased operational efficiencies and reduced cost of supplies.

The Company is fully equipped and includes all the equipment necessary to conduct and grow the business including, but not limited to, 14 dump trucks, 16 specialized dump trucks, 2 landscape specialty trucks and 22 specialized trailers. A complete equipment list will be provided at the appropriate time.

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