

# Available for Acquisition

## Professional Trade Utility Trailer Manufacturing Company

*Southcentral, United States*

**2019 Revenue \$18.9MM 2019 EBITDA \$1.3MM**

### Investment Highlights

***Strong Brand and Reputation for Higher Quality:*** The Company has a long-standing brand built on quality will assure future growth of the business. The Covid crisis had a small impact on April production but May and June are some of the best in the Company's history. Current production backlog is over 17 weeks for a new trailer!

***Strong/Diverse Dealer Relationships:*** The Company has long and deep relationships with a large network of quality dealers. This network of dealers provides the backbone for growth but also mitigates risk with any unforeseen circumstances.

***Complete Management Team:*** There is no key person dependence or owner dependence with the Company. There is a management team in place that can continue to run and grow the business. Loss of any one executive would not affect the operation of the business

***Manufacturing Facility with Room for Growth:*** The Company's manufacturing campus has adequate room for growth. Space exists within the current real estate foot print to erect new buildings or expand the current foot print when the business reaches that point.

***Systems and Procedures:*** The Company has established full systems and procedures such that the operations can run on auto pilot. Systems and procedure assure cost effective manufacturing while minimizing the chance of down time.

***Turn Key Supplier ... One Stop Industry Shop:*** Total product line including: Single and tandem axle trailers, landscape, motorcycle, car hauler, wedge car haulers, horse/cattle, equipment, gooseneck, dump, water and cargo trailers. The Company also sells a full array of parts for its own brand and other trailer brands.

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## Business Summary

The Company manufactures, sells, and delivers high quality utility trailers and component parts. Their brand is known for quality, custom trailers. They are manufactured to be tougher and more durable than those from other manufacturers. Manufacturing procedures include more welds and longer welds and meet a higher standard of quality than anyone else in the industry. The Company takes more time with each trailer to put in the extra attention to detail that other mass-produced trailers may not.

The Company's facilities are a combined 150,000 square feet of manufacturing space and has room to expand. The broad array of trailers are both standard and custom, with the majority of trailers requiring some level of customization. The Company employs 102 skilled workers with a strong local employee base to hire from.

The Company maintains a national network of dealer relationships across 19 states and has a fleet of 17 tractor trailers, which allows for delivery of up to 14 trailers at a time.

The Company has a complete management team capable of running operations in the absence of the owner; if that should occur. Furthermore, systems and procedures have been established to assure timely and cost-effective production of trailers and trailer parts. Between the loyal employee base, internal systems and complete management team, a buyer will receive a mitigated risk scenario combined with a strong growth potential.

The existing manufacturing facility has ample space to meet current demand. However, if a buyer chooses to grow the business through one of many ways, the existing real estate plot has ample room for new buildings or expansion of existing facilities.

### ***Who Should Buy This Company?***

*Anyone manufacturing landscape related equipment or farm related equipment as these products are sold through the same dealer network. Or, another trailer manufacturing company that wants to expand its product offering or its dealer network.*

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