

Available for Acquisition

Client # 17915

Full Service Mechanical Contractor

Serving a growing commercial marketplace with a focus on educational facilities & municipal jobs



2017 Rev.: \$18,000,000

Upper Midwest US

2017 Est. EBITDA: \$2,000,000 +

- ***Established Market Position / Significant Repeat Business:*** The Company is a long-established (70 + years) mechanical contractor specializing in plumbing, heating and air conditioning with an excellent reputation and strong track record in the school and municipal space in a five county region of its marketplace. The Company benefits from significant repeat business and there is strong growth forecasted in its geographic markets. Revenues have almost doubled in the past five years.
- ***Comprehensive Capabilities and Highly Skilled / Trained Workforce:*** The ability to offer both plumbing and HVAC makes the Company more self-reliant and sets it apart from many of its competitors. It's highly trained, long-tenured workforce have several decades of experience in both plumbing and HVAC. The Company is committed to ongoing training, and promoting managers and supervisors from within to maintain a culture of customer responsiveness and premium quality. The company is self-reliant on its own, highly trained workforce and does not rely on subcontractors.
- ***High Barriers to Entry:*** Most jobs of any significant size require the Company to be bonded and pre-qualified, which in turn requires strong financial stability and years of successful experience. The Company's long-standing established relationships with contractors, developers, architects and the like, together with its financial strength evidenced by a contractor score well above the "excellent" rating, and an experienced and well-qualified employee base and management team pose a significant barrier to entry for new competitors.
- ***Bid Preparation Process and Experience:*** The Company's extensive bid preparation experience coupled with strong vendor relationships and its skilled and tenured labor force ensures jobs are accurately bid and once a bid is won, the jobs are completed on time and on budget, resulting in profit margins above the industry average. Successful completion of bid jobs also translates to significant repeat, non-bid work from satisfied clients. Profitability has more than doubled in the past five years.
- ***Proven Management Willing to Continue Post Sale:*** The Seller is willing to remain in place to help the Company reach its next level of performance. It was his strategic decision at the height of the recession to pivot the Company's strategy to focus on the school and municipal markets. That pivot led to doubling the size of the business. Growth prospects for retrofit and new construction remain strong.

**For more information, on Client #17915, please
Sign & Return a Confidentiality Agreement**

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