

Specialist in Auto Conversion and Adaptation for the Mobility Market

Est. 2014 Revenue
\$6,400,000

Est. 2008 EBITDA
\$1,060,000

Location
Northeast U.S.

eMerge M&A, Inc. currently represents a comprehensive service center specializing in the conversion and specialized adaptation of automobiles for the unique needs of handicapped and disabled drivers. The Company is unique in its Northeastern market in that it is the only operation authorized to sell, install, repair and subsequently service mobility equipment. This distinct competitive advantage makes the firm an ideal acquisition in the high growth potential mobility market.

Company Highlights

- ◆ NMEDA-certified dealership for the sale, installation, maintenance and repair of adaptive driving equipment from a host of top manufacturers
- ◆ Mobility services are complemented by the Company's full service, AAA-certified auto repair center, ably staffed by factory trained and ASE-certified technicians
- ◆ Product line as a percentage of revenue includes mobility sales (50%), auto service sales (15%), auto service parts (13%), mobility service sales (10%), mobility parts (10%), and rental vans (2%)
- ◆ Boasts a strong and extensive network within the niche mobility industry, exemplified by an average supplier relationship of almost 13 years - nearly as long as the Company's operating history
- ◆ Multiple service locations, both leased and owned, combine for 9,000 sq. ft. of shop space, 2,000 sq. ft of storage space, and 18 service bays
- ◆ Client base of 5,000 accounts consists primarily of individuals with some degree of physical disability
- ◆ Customer relationship management has always been a focal point and one of the distinguishing factors which set the Company apart from competition, as evidenced by a client retention rate that approaches 90%
- ◆ The Company is poised to take advantage of the tremendous growth expected in the mobility market with a number of initiatives, including the planned addition of new marketing channels, strategic alliances with regional rehabilitation centers and car dealerships, and the expansion of rental services.