

## Available for Acquisition

# Structured Wiring – Home Theater – Security Systems

*Unique niche business with desirable markets, diverse client base and excellent growth potential*



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**Est. 2012 Revenue: \$8,300,000**

**Est. 2012 EBITDA: \$1,600,000**

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- **Customer Base:** The Company has acquired a number of significant customers in the home building industry. This industry is an excellent source of repeat business and has the potential for developing new business. The Company's customer base includes both residential and commercial clients, which include a variety of industries and markets.
- **Strong Reputation:** In 13 years of business, Company has established a reputation for excellence in the industry.
- **New Growth Markets:** Company is uniquely positioned to further its entry into the commercial market. This is historically a higher margin business offering steady growth for the Company.
- **History of Consistent Sales:** The Company has a track record of consistent, repeat sales to its customer base, and excellent profitability.
- **Second-tier Management Team:** The Company maintains an experienced and trained management team with experts in all necessary areas from installation to security. The Company operates fully and profitably with no owner dependence. Therefore, new ownership can step directly into place and continue to grow the business.
- **Regional Leader:** The Company is a recognized leader in its market in the local and surrounding area, with clients choosing Company because of the personalized service and product knowledge they receive from the staff.
- **Excellent Locations:** The Company's central location in Dallas-Ft. Worth provides access to a wide range of customers throughout the expansive DFW metroplex region. The branch location affords access to the large metropolis of Houston, Texas. There is easy highway and interstate access to both facilities.

For further information regarding **Client # 35996**, please contact:

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## **Structured Wiring – Home Theater – Security Systems**

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### Business Summary

Company is a structured wiring and home theater entertainment company that specializes in the full design, service and installation of whole house audio and video systems. The Company also offers clients security monitoring and central vacuum systems. Founded in 1996, Company established its corporate headquarters in the metropolitan Dallas/Fort Worth area. Business was so successful, the owner decided to open a second location in 2006 in a suburb of Houston, Texas which now accounts for approximately half of the current revenues. Revenues by service breakdown generally as follows: 40% Prewire Construction, 15% Security Sales and Monitoring, 40% Home Theater Installation and 5% Misc Commercial Wiring.

In business for 13 years, the Company has continued to be profitable despite weak economic conditions. Company's customer base includes numerous reputable clients that have recognized the Company's personalized service and product knowledge. The Company currently holds steady contracts for the pre-wiring of new homes during the construction phase with reputable homebuilders in both the Dallas/Fort Worth and the Houston markets. Company has been the recipient of a number of industry awards and distinctions. In 2012, the company will launch a major wiring project for installation of security systems at a large mixed use commercial development. This project will serve as a great opportunity for marketing the Company's abilities to new target markets.

Company is known as a premier locally owned company offering personalized service, and leaving customers satisfied with the overall results of the products and installation. This is an ideal purchase for a buyer looking to acquire a strong company in the current markets and/or expand the current operations of the business into an even more profitable business venture across several geographies.

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