

### Chemical Sanitation Services Company for Meat Packing and Processing Plants

Specialists in Providing Programs, Documentation, and On-Site Services  
for State and Federal Compliance

**Est. 2013 Revenue \$26.8 MM**

**Est. 2013 EBITDA \$3,336,000**

**Strong Management Team:** Senior management is fully capable of running the company in the owner's absence. New ownership can step right in and continue to grow the business with no interruption in operations or sales.

**Critical Mass:** With historical sales between **\$20,514,000** and **\$22,734,000** and average EBITDA of approximately **\$2,857,000** the Company displays critical mass. Yet, there is available market growth with minimal marginal cost to capture more market share.

**Scalable with Minimal Incremental Overhead:** Overhead costs in the industry are very low. There is no need for extensive office space because area managers and staff employees travel from plant to plant managing the field operation. Line operators are located within the client's plant.

**Blue-Chip Clients:** The Company provides sanitation services to some of the largest and most prestigious meat packing companies in the United States. For several of these clients, the Company manages sanitation programs in several of their locations. Adding additional locations is a viable option for increasing revenue and market share.

**Market Potential:** There are approximately 1,912 meat packing plants in the US. While not all would be large enough to outsource their sanitation, there are a significant number that do. This Company is currently operating in 18 plants mainly in the Midwest and Southeast. There is ample opportunity for the Company to expand geographically.

**Contract Base:** There are currently 18 active contracts with some lasting for four or more years. All of the contracts are detailed and contain both a comprehensive scope of work as well as schedules and service level agreements for each area to be sanitized.

For more information regarding client #: 36206 please contact:

## eMerge M&A

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

**Expansion** of geographic territory – increase Revenues and ROI by augmenting your current operation without the typical cost of startup in a new region.

**Gain** – Immediate access to new customers and contracts.

**Diversification of existing platform investment** – add related companies to broaden your reach within the Food Processing Industry.

**Stability and growth** – In an industry that will only see more regulation and compliance; not less.

### **Business Summary**

The Company provides contract cleaning and sanitation services to the food industry with an emphasis on cleaning meat and poultry packing plants.

The food sanitation segment is highly regulated by the U.S Food and Drug Administration (FDA), the U.S Department of Agriculture (USDA), the Food Safety and Inspection Service (FSIS), and the Occupational Safety and Health Administrations (OSHA). Each packing plant must be cleaned and sanitized and pass an inspection by FSIS before beginning production.

The Company provides a comprehensive food safety program ensuring that the customer has a safe food environment. They manage their client's sanitation program with dedicated on-site specialists trained to have meat packing plants audit-ready at all times. They utilize the most advanced and efficient methods that not just meet but exceed USDA/FDA requirements. The Company maintains detailed documentation in accordance with all regulations and continually monitors changes in regulations relieving the client of that burden.

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