

Acquisition Opportunity

Integrated Roadside Vegetation Mowers
Copyrighted Logo

Est 2013 Revenue-

15.1 EBITDA 1.72MM

Business Summary

The Company is a leader in integrated roadside vegetation management manufacturing a full line of industrial mowers, including rotary, flail, and boom mowers, and the innovative wet blade system to fit most makes of tractors, skid loaders and construction wheel loaders. The Company's logo and name are copyrighted.

In 2005, the Company purchased an exclusive license to sell wet blade technology throughout the US and Canada under the name *SpecialCut*. *SpecialCut* cuts and applies herbicide in one pass: delivering chemicals directly to the cut blade shaft for the ultimate in economy and eco-friendliness and is the ideal product to launch the Company's campaign to move into the agricultural industry.

Other new proprietary products with pending patents include the tri-hex dish which is a knife holder bracket to bolt knives under the rotary decks providing a desired mulching effect as opposed to just cutting vegetation. Both products provide opportunities to increase the Company's revenue within the roadside vegetation industry as well as establishing DMI in the agricultural industry.

In 2012, revenue was driven by mowers (59%), parts (19%), Orsi whole goods (5%), used tractors (5%), freight (4%), used equipment (3%), mountings (2%), rental equipment (2%), and *SpecialCut* (1%).

The Company sells to state and local municipalities and state highway departments. Revenue is analyzed by sales territory. The Company is present throughout the US as well Canada; however, sales are lower in the western region of the US due to its mountainous terrain which does not require any roadside management care.

In 2012, revenue was driven by the southern US (19%), midwest (14%), southeast (11%), northeast (10%), western US and Canada (10%), Minnesota (7%), Tennessee (7%), IA, ND, NE, and SD (7%), Wisconsin (6%), sales not allocated to a region (6%), and sales generated from headquarters (3%).

The Company was founded in 2000 and registered as an S-Corporation. It has approximately 58 full-time employees.

Financial Summary

- **Audited Statements:** The financial statements provided by the Company are compiled, consolidated, and audited by XXXXX, a certified public accounting firm located in YYYY.
- **Critical Mass:** With historical sales between \$13,689,000 and \$14,838,000 and average EBIT of approximately \$1,500,000, the Company displays critical mass, which will be attractive to a prospective buyer looking to enter or gain market share in the industry.
- **Increasing gross profit:** Gross profit as a percentage of sales increased from 28.4% in 2010 to 29.0% in 2012.

For further information regarding **Client #76761** you are invited to contact:

eMerge M&A

eMerge M&A, Inc.
295 Madison Avenue, 12th Floor
New York, NY 10017
212.804.8282
www.eMerge-MA.com