

Garbage and Trash Disposal Company with Captive Market

The Company primarily serves residential customers (58.8% of annual sales) and commercial customers (41.2%) throughout central-southern XXXX. Customers are located in XXXX County (54.8%) and XXXX County (45.2%). The Company has exclusive hauling rights in portions of these two counties for residential service.

The Company operates from a Company-owned 13,000 square-foot facility in XXXX, which includes 8,000 square feet of shop/work space, 2,000 square feet of office space, and 3,000 square feet of yard and storage space. In addition, the Company leases a 3,500 square-foot office space in the city of XXXX, approximately 17 miles away.

The Company has grown from a 3-truck operation to a 28-truck operation with more than \$4.5 million in annual revenue expected in fiscal 2008. Various factors have contributed to growth including acquisition of competitors, increased population, and most significantly, excellent service provided by a customer-service oriented management and staff.

Through an experienced management team and sanitation crew of 48, the Company is uniquely positioned for impressive growth. The owners believe that a well-capitalized partner or a growth oriented investor can fully reap the rewards inherent in this Company. The owners are prepared to cooperate fully through a transition period and are committed to remaining with the Company for an agreed-upon period following a sale in order to help realize its pro forma objectives.

Investment Highlights

- **Steady history of rising sales:** Due to solid market demand, competitive pricing and outstanding service, the Company has enjoyed consistent revenue increases in the recent past—from \$4.1 million in 2005 to \$4.25 million in 2007.
- **Established business:** The Company has a long (36-year) operating history of providing excellent customer service to a growing customer base.
- **Comprehensive equipment base:** The Company's list of operating equipment includes 28 garbage trucks, 718 standard trash containers, 95 hook-lift and roll-off containers, and 5 pickup trucks.
- **Repeat business:** A large and growing customer base and a 95% rate of referral and repeat business help ensure continuity of operations.
- **Diversified customer base:** With over 13,800 customer accounts, no single customer makes up a significant portion of annual revenue.
- **In compliance with environmental regulations:** Management indicates that the Company is compliant with all applicable OSHA and other government requirements.

- **High barriers to entry:** The significant capital investment to purchase, maintain and replace the heavy equipment required to operate this business is a significant barrier to entry for new competitors.

Adjusted Historical and Five-Year Projected Statement of Income^(a)
For the Years Ended December 31
(\$000)

	Historical			Est.	Projected			
	2005	2006	2007	2008	2009	2010	2011	2012
Sales	4,118	4,235	4,254	4,500	4,725	4,961	5,209	5,469
Gross Profit	1,366	1,432	1,383	1,530	1,606	1,687	1,771	1,859
% of Sales	33.2%	33.8%	32.5%	34.0%	34.0%	34.0%	34.0%	34.0%
EBITDA ^(b)	467	485	427	552	589	629	670	714

(a) See Schedule 2 in the Financial Analysis section for more detail

(b) Earnings before Interest, Taxes, Depreciation and Amortization

Adjusted Balance Sheet^(c)
As of December 31, 2007
(\$000)

Current Assets	511	Current Liabilities	29
Net Fixed Assets	738	Non-Current Liabilities	0
Other Assets	0	Equity	1,220
Total Assets	1,249	Total Liability & Equity	1,249

(c) See Schedule 3 in the Financial Analysis section for more detail

For further information regarding **Client #80089** 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