

# AVAILABLE FOR ACQUISITION

## Heavy Equipment Business with EBITDA of 9+MM

Long-Established and Highly Profitable Licensed Contractor

**Region**  
North America

**2021 Est. Revenue**  
\$21,755,000

**2021 Est. EBTIDA**  
\$9,350,000



The Company is a tower crane and licensed elevator contractor, providing hoist and crane rentals and qualified/licensed personnel, both on the job site and in the Company's service shop. The Company provides maintenance, around the clock repairs, parts supply, equipment delivery, and set-up and take-down for tower cranes and construction hoists. As a licensed elevator contractor, the Company maintains well over one hundred hoists for both the residential and commercial construction markets. During over 35 years in business, the Company has obtained well over 100 hoist units as well as cranes for rent, and developed a service and maintenance program that has helped to revolutionize hoist safety standards. The Company has assembled the best electrical troubleshooting team for both cranes and hoists, and employs heavy duty equipment mechanics and millwrights who are also highly skilled and experienced.

### **Investment Considerations:**

**Significant Market Share:** Due to its longstanding operating history, proven expertise and capabilities, and ownership of about 90% of the hoists in its market, the Company is one of the largest full-service suppliers of construction elevators in North America.

**Large Equipment Base and Parts Inventory:** The Company's hoists and cranes are maintained in outstanding condition. They recover their initial cost quickly and generate large annual returns on investment through rentals and the labor to install, dismantle, repair, and raise the equipment. The Company also maintains a large selection of crane and hoist parts so it is prepared for any required maintenance or repairs. Its full-service shop allows it to rebuild cranes and hoists completely and to perform test runs before they are put in use, which is a valuable service and saves customers considerable time and money.

**Required Licensing a Barrier to Entry:** The Company is a licensed elevator contractor with licensed personnel, which allows it to set up cranes and hoists, as well as to perform repairs, rebuilds, and retrofits.

**Industry-Leading Safety Standards:** The Company is a leader in crane and hoist safety. It has rigorous policies and standards in place to support a safe work environment and to lead by example.

**Experienced Management Team:** The current owners work part-time because they have strong successors in place. The Company's hoist division manager, crane division manager, and yard manager have been employed by the Company for 25 years each and will provide continuity for new ownership.



Lori Galloway, Managing Director  
(949) 679-4583 | [lgalloway@generational.com](mailto:lgalloway@generational.com)

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