

2024 Net Sales

Est.

\$36,000,000

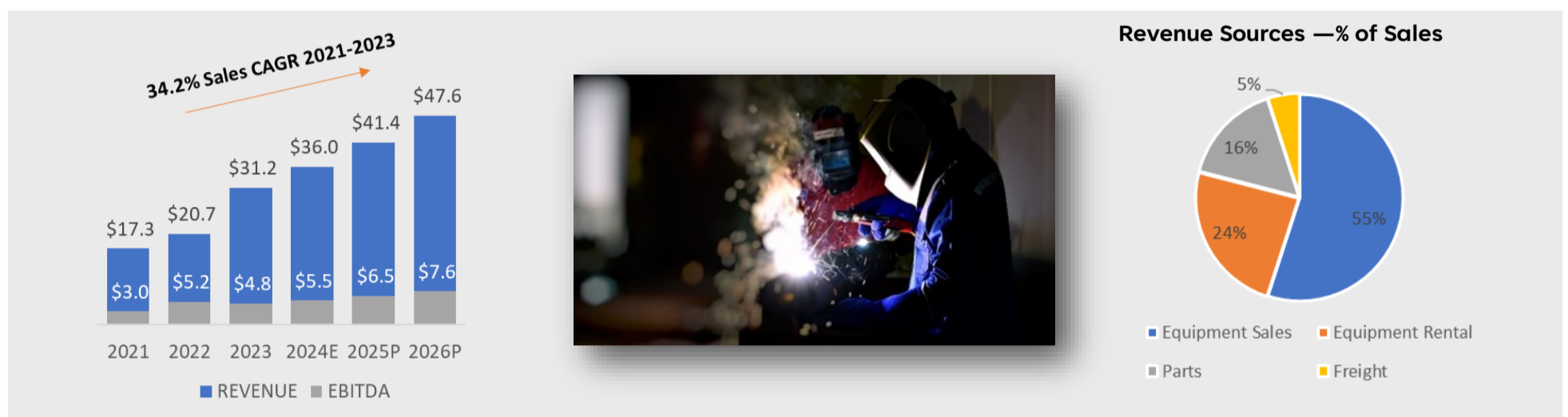
2024 EBITDA

Est.

\$5,491,000

BUSINESS HIGHLIGHTS

The Company is a well-known industrial equipment dealer that provides equipment sales, rental, repair, transport, fabrication, and finance services. The Company is an authorized dealer for Western Canada for a recognized international heavy equipment manufacturer. The product line includes crushing, screening, conveyors, feeders, trommels, and shredding equipment, as well as complete wash plants. The Company sells and rents to companies involved in crushing, topsoil/compost screening, C&D waste and recycling, construction and demolition, road maintenance, landscaping, forestry and oil field reclamation, and it also sells and rents to cities and municipalities. As the preeminent dealer in the region, the Company serves 700+ active accounts with an 84% rate of repeat business.



INVESTMENT APPEAL

- **Full-Service Dealership** — Besides equipment sales, rental, and repair, the Company also provides transport services with a fleet of five tractor units and a variety of different trailers, in-house financing services, and a fabrication shop.
- **Diversified Customer Base** — The Company has developed an excellent reputation for supplying high quality and high value equipment to its 700+ customers. Over the historical period, the Company experienced no significant customer concentration, with the largest account representing 12% of total sales.
- **Strong Management Team** — The Company's highly-skilled and well-compensated management team, consisting of a Sales Manager, General Manager, Parts Manager, Service Manager, and Comptroller, will provide the necessary experience and continuity for new ownership.
- **Facilities and Equipment** — The Company's 14,000 square foot office and shop, and 10,000 square foot parts warehouse are conveniently located near a major city and adequate for near-term expansion. The Company also has an 8.5-acre storage yard, and a 8,400 square foot satellite shop. The Company's equipment inventory, tractors, and trailers are valued at an estimated \$16.8 million.

Ted Rattenberry
 Generational Equity Managing Director
 President, Busnex Business Exchange Ltd.
 Email: trattenberry@generational.com
 Office: 604-609-2841



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Generational Equity, LLC
 3400 N. Central Expressway, Ste. 100
 Richardson, TX 75080
 Fax: 972-392-8564