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There is no cost or obligation to pursue this company for sale.

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SALES & RENTAL: TRAFFIC CONTROL EQUIPMENT California

**Est. Fiscal 2019 Revenue: \$12.0MM Est.
Fiscal 2018 Recast EBITDA: \$1.2MM**

- ***Exclusive CA Distributor of Several Proprietary Products***
 - ***Large, Diversified Customer Base***
 - ***Increasing Revenue and Profitability Trend***
 - ***Tremendous Growth Opportunities***

Founded in 1994 and organized as a C-Corporation, the Company sells and rents traffic control and safety equipment, provides traffic control services, and performs small contract jobs.

The Company has secured sole distributorships for many well-known products. These products give the Company a unique competitive advantage in California.

The Company serves customers in the San Francisco Bay Area and throughout the rest of California.

Over the years, the Company has developed a large customer base in many different markets with no customer representing more than 8% of revenue.

The Company has a team of 40+ dedicated employees including an experienced group of sales representatives and managers.

Management believes the Company has excellent growth opportunities.

Revenue is derived from the following sources: • Sales (48% of revenue) • Service (27%) • Signs (13%) and Rentals (12%)

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