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Business Buyer Directory, LLC refers established companies for sale with > \$1MM EBITDA, all industries, for a nominal, buyer paid, "success only" referral fee, paid only if purchased. There is no cost or obligation to pursue this company for sale.

**FIRE SYSTEMS CONTRACTOR  
Southeast USA**

**Annual Revenues: \$5,475,000  
Annual Profitability: \$1,232,000**

This company is a full-service fire sprinkler, fire alarm, and fire extinguisher firm. They specialize in the installation, inspection, testing, monitoring, retrofits, service and repairs, and value engineering of fire safety systems

The company serves commercial, residential, industrial, and government customers across a variety of industries. The company has completed projects in spaces such as office, retail, multi-family residential, hospitals, and manufacturing and distribution facilities throughout the Southeast US.

**Growth** will be from further pursuit of commercial clients as the enactment of more stringent building codes has helped bolster the commercial market, which includes offices, multi-family residential, warehouses, industrial facilities, retail stores, and other public buildings

- Revenues have grown at a compound annual growth rate (CAGR) of 21.6% from 2016 to 2019
- Average gross profit margin of 22.1% from 2016 to 2019
- Secured projects generating approximately \$3.5M of revenue as of December 2019
- 85% repeat business rate
- Recurring revenue model from annual inspections
- Experienced and knowledgeable staff to manage the most complex projects

**Real Estate** The company operates from a 4,500 sq. ft. facility owned by the shareholders. The facility includes an office space, a warehouse area, and service space. The owners are open to including the real estate in the sale or engaging in a lease under new ownership depending on negotiations and strategic fit.

**Shareholder Objectives** The company is owned by three active shareholders. The owners believe the company is in a position where new ownership can take advantage of the growth opportunities in the market. All owners are willing to remain under new ownership.

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