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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.

DURABLE MEDICAL EQUIPMENT SALES & SERVICES
< Specialization in Custom Wheelchairs >
Northern California

2020 Est. Revenue \$11,600,000
2020 Est. EBTIDA \$2,150,000

The Company sells and services durable medical equipment (DME), with a specialty in custom wheelchairs, both motorized and manual. Revenue is generated from wheelchairs, service and repairs, and other DME products such as bath aids, orthotics, power lift chairs, power lifts and ramps, aging in place products, specialty rollators and walkers, and skin protection.

The Company differentiates itself by offering a high level of service, fast order processing time, and quick response and feedback (including order status) to referral sources.

With locations proximate to large population centers, the Company will continue to capitalize on high demand for medical equipment as the US population 65 and over rises at an accelerated rate.

Investment Considerations:

Superior Name and Reputation: For two decades the Company has built a superior name and reputation for a great selection of products as well as well-qualified and caring staff, supported by excellent customer service.

Strong Referral Relationships: The Company works closely with doctors, therapists, and other medical professionals to adapt the way products and services are brought to patients in order to meet the challenges of a rapidly changing healthcare delivery system.

Top Mobility Brands: The Company is an authorized dealer for top brands in mobility equipment including Permobil, Sunrise Medical, Quantum, Medline, and many others.

Multi-Location Footprint: The Company is well positioned to serve customers from the Bay Area and Silicon Valley down through Central California and to Southern California.

Strong A/R Collections History: The Company's average Accounts Receivable days outstanding of 19 days in 2019 were well below the 41-day industry benchmark (RMA data for similar revenue-sized companies in NAICS 423450)

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