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## SCAFFOLDING EQUIPMENT RENTAL/ INSTALLATION AND SALES

### Upper Midwest

Annual Revenues: **\$15,248,006**

Annual Cash Flow: **5,867,767**

Asking Price: **\$26,500,000**

**This business has nearly \$15M in assets and over \$3.5M in work-in-progress and backlog!**

**This firm offers top-of-the-line scaffolding equipment to a diverse customer base of 500 customers including \$11M in scaffolding inventory and \$1.7M in vehicles like trucks (5), 27-foot straight trucks, one-ton truck (1), pickups (20).**

**They install, dismantle, rent, and sell frame scaffolding, system scaffolding, shoring scaffolding and hydro mobile platforms with 59% of their revenue coming from rentals. They are on average 70% utilized with about \$9.9M in inventory out for rentals on a monthly basis. With \$3.9M in hydro mobile inventory (70 – 75 units) they are far ahead of their competitors who only have 1-3 units of a competing brand. They also offer 3D drawings on more complex projects which differentiates them in the market.**

**This company does little to no marketing or advertising because they have recurring clients due to their top-notch customer service, delivery options and the quality of indoor and outdoor scaffolding. This business has a sister company (23% of revenue) that is Union based.**

**Their current backlog of projects is about \$3.5M and they are projecting \$14.5M sales in 2020. At any given time, they have anywhere from 45 – 60 employees with 21 of them being office workers like sales representatives, office managers and the rest being laborers and contractors. Two of the owners focus primarily on sales and the third owner manages day to day business but they are currently transitioning responsibilities to other employees.**

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