



Mergers & Acquisitions Specialists

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EXECUTIVE SUMMARY A-242 **COMMERCIAL FIRE & SAFETY EQUIPMENT SERVICES**

The Company, for the past fifty years, has been a fixture in the local community as a fire and safety equipment supply house for businesses and municipalities. In the last five years the owners have expanded the business into services including Fire Alarms, Sprinklers, Fire Suppression, Back Flow/RPZ, Hood and Duct Cleaning installations and services. Since expanding these new services, the company has grown substantially, now operates in several Counties and is gaining market share at an impressive pace.

The Company has always enjoyed a reputation for fair prices and timely, customer friendly service. New customers include major utilities, school districts, and restaurant chains.

The Company operates in an industry that is somewhat recession proof due to State Government mandates for services. Continued growth can be expected with the owner's unique yet simple formula for expansion.

The Company is in an excellent industry with a bright future. The business is expected to be in demand with individuals, strategic and corporate buyers.

FINANCIAL HIGHLIGHTS

| | 2009 projection | 6/30/09 (6 months) | 2008 | 2007 | 2006 |
|----------------|----------------------------|-------------------------------|--------------------|------------------|------------------|
| Sales | \$1,500,000 | \$651,917 | \$1,127,259 | \$976,945 | \$718,868 |
| EBITDAS | \$570,000 | \$250,330 | \$449,570 | \$386,658 | \$352,508 |

EBITDAS: Earnings Before Interest, Taxes, Depreciation, Amortization and Owners Salary.

This information is provided for discussion purposes only. No representation is made as to the accuracy of the information provided or any other information supplied. Broker encourages the Prospect to thoroughly review and independently verify to his own satisfaction, that the information provided is substantially representative of the business activity.

DEAL STRUCTURE

Price: Open to Offer

All the furniture, fixtures and equipment used in the business will be included in the sale free and clear of all liens. A list of major items is included in the full profile on this Company.

Also included in the price will be net working capital of \$. Net working capital is defined as accounts receivable and inventory less accounts payable.

| | |
|----------------------|-----------|
| Accounts Receivable: | \$219,539 |
| Inventory: | \$15,000 |
| Accounts Payable: | \$39,778 |

Net Working Capital: **\$194,761**

At the closing, should the net working capital figure differ from the agreed upon amount, there will be a corresponding adjustment in the purchase price. Cash in the bank is specifically excluded from this sale and will be retained by the seller.

OTHER INFORMATION

| | |
|---------------------|--|
| Location: | Illinois |
| Established: | 1950 |
| Ownership: | “S” Corporation |
| Facilities: | For lease by seller at \$2000 per month 10,000 sq. ft. office and warehouse |
| Hours of Operation: | 8:30 AM to 5:00PM with 24/7 services available |
| Employees: | 16 non-union |
| Reason for Sale: | Retirement |
| Training: | The owner will assist the buyer during a customary transition. |

MARKETING AGENT

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