

FOR SALE: Environmental Waste Removal with Industrial Clean Up

Absentee Owners with Leadership Team in Place!

Financial Overview

List Price: \$5,025,000 CAD

Gross Sales

Projections	FYE 2022
\$6,000,000	\$5,165,300

Cash Flow

Projections	FYE 2022
\$1,650,000	\$1,270,622

- **Profit Margin: 25%**

Current Valuation: 2022 x Multiple = Valuation
 \$1,270,622 x 3.95 = \$5,018,956

**First 4 months up 39% in current year!*

Assets Included in Purchase: \$3,245,754

Equipment/Vehicles: \$2,633,500: combo vacs, tank trucks, straight vacs, water trucks, mobile steamers, maintenance units, trailers

Inventory: \$135,000

A/R: \$874,235 **A/P:** \$396,981

Working Capital Included: ~\$477,254

Business Information

Environmental Services: Disposal of drilling waste, turnaround & industrial clean up services dust suppression, culvert thawing & flushing, heavy equipment washing, and hydro testing.

Clients: Municipal and Local utility companies, Energy Organizations, and Exploration

Personnel: 23: 5 in Administration (Vice President of Operation, General Manager of Fleet & Dispatch, Billing Manager, Safety Officer, and Dispatch); 13 Operators, and 5 in the Shop

Service Area: In Alberta with focus in The Peace Region of Northwest Alberta

Location: Fox Creek, Alberta

Current Owners' Responsibilities: Lives 2+ hours away, oversees from a far. Role is light oversight, a couple calls per week. Visits business about 8 times a year.

Reason for Selling: Exit Planning for retirement.

Seller Training Period: 1 year

Year Established: 1999

Lease: 11-acre industrial fully fenced yard site, 750 sq. ft. office w/ 4 maintenance bays.

Funding Example

Purchase Price: \$5,025,000 CAD

17.5% Buyer Down Payment	\$879,375
17.5% Seller Financing	\$879,375
60% Bank Loan	\$3,266,250

Bank Loan is Over 100% collateralized!

Description

Revenue is generated from handling all aspects of the industrial clean up services and disposal & hauling of drilling waste for oil field productions; the other 30% is a mixture of maintenance, water delivery, vegetation control, water truck services, & mobile steaming. This company currently has 250 clients with 50+ of those recurring. The Leadership Team is in place & consists of twenty-three employees. There are 5 in Administration (Vice President of Operation, General Manager of Fleet & Dispatch, Billing Manager, Safety Officer, and Dispatch); 13 Operators, and 5 in the Shop. The owner lives remote more than 2 hours away & does light oversight of the business. The business has a focus in Alberta with clients across Canada. Their equipment & vehicles have a value of over \$2.6MM and consists of combo vacs, tank trucks, straight vacs, water trucks, mobile steamers, and maintenance units. There is roughly \$477k of Working Capital that is included in the purchase price as well. The company's leased space consists of an 11-acre industrial fully fenced yard site, a 750 sq. ft. office with 4 maintenance bays, and a 5-bedroom crew house.

At the purchase price of \$5,025,000 CAD, with a 17.5% investment from the Buyer, the Seller will show a vested interest in the business's success by holding a note for 17.5% allowing the bank to be at a 60% loan, making the business over 100% collateralized. Financing should be a breeze as this firm is boasting a 25% Profit Margin and already has backlog in 2023 that shows cashflow will be even better.

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Last Revised BV 3.2.23

The Firm makes no warranties or representation in consideration to the information provided above. All communication regarding this business must occur directly with The Firm Advisors, LLC. The Firm does not sell real estate. The Firm solely advises on exit strategy.