

Manufacturer of Industrial Equipment

Profile #2715

This well-established company manufactures core cleaning equipment for three notable billion-dollar market segments: professional carpet cleaning; janitorial/sanitary maintenance; and automotive detailing. Products are sold through a worldwide network of distributors, all experts in selling to cleaning professionals, with connections to some of the largest end users in the country. The company is well-recognized within the industry and has a website that attracts visits from cleaning specialists and high-profile distributors. It has established systems, policies, and procedures for delivering superior solutions to its customers, experienced management with decades of industry knowledge, and a team of experienced, knowledgeable staff and skilled field personnel.

Business Highlights

- Patented products
- Profitable and growing
- Multi-industry representation
- Award-winning, national reputation
- Skilled, experienced staff

Purchase Price and Terms

To be suggested by purchaser.

Corporate | History

- Established in 1994
- S Corporation
- Owners retiring

Location | Facilities

- Southern California
- Approx. 19,000 sf
- Available to lease

Customers

- Janitorial/sanitary maintenance
- Automotive detailers
- Professional carpet cleaning

Sales | Marketing

- Website
- Brochures
- Trade Shows

Products

- Carpet cleaning machines
- Automotive detailing machines
- Portable water heater system

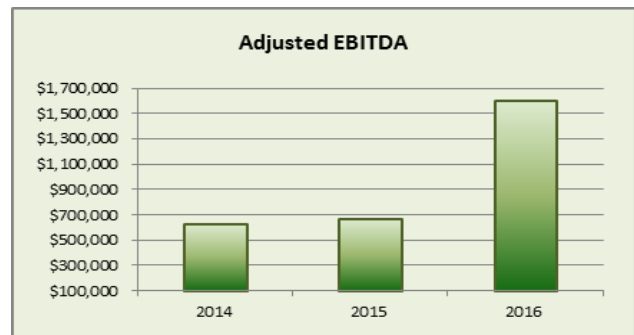
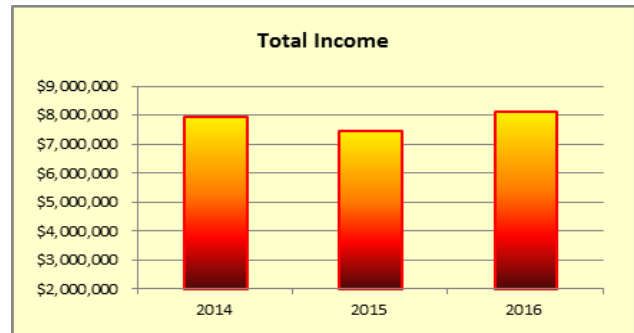
Management | Staff

- 50 full-time employees (19 office; 31 production)

Financial Highlights

	<u>Total Income</u>	<u>Adj. EBITDA</u>
2014	7,945,167	623,306
2015	7,452,121	666,338
2016	8,120,847	1,601,863

The large increase in EBITDA is related to the Company's efforts, over the past few years, to prepare for sale. Ownership hired a new accounting firm to improve accounting practices and procedures. Ownership also applied changes that would reduce overhead by eliminating low margin products and focus more on products with better profit margins. In addition, ownership combined operations from two facilities into one central facility, resulting in reduced staff and transportation costs associated with operating from two separate facilities.



Assets Included (estimated at cost)

Tangible Fixed Assets	\$1,100,000
Patent	10,000
Inventory	1,600,000
Total	\$2,710,000

All information has been provided by the Seller and is not warranted by The FBB Group, Ltd. or Upton Financial Group, Inc.