

Manufacturer and Distributor of Professional Cleaning Equipment

Southern California headquarters, worldwide reputation and customers

CLIENT ID: 6983 / PROFILE: 2715

DESCRIPTION

This well-established company manufactures core cleaning equipment for three notable billion-dollar market segments, the professional carpet cleaning, the janitorial/sanitary maintenance, and the automotive detailing markets. 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.

REASON FOR SELLING

Company's founder desires to retire and pursue outside interests.

FINANCIAL OVERVIEW

Income Statement Summary

	<u>2013</u>	<u>2014</u>	<u>2015</u>	<u>Q1, 2016</u>
Revenue	8,007,178	7,945,167	7,452,121	2,023,418
Gross profit	1,905,060	2,633,839	2,540,183	856,832
Total ODCF	<u>443,969</u>	<u>623,306</u>	<u>666,337</u>	<u>505,146</u>

Balance Sheet Summary

	<u>2013</u>	<u>2014</u>	<u>2015</u>
ASSETS			
Total Current Assets	2,540,784	2,827,595	2,669,685
Net Fixed Assets	330,929	82,156	246,017
Net Intangible Assets	<u>70,000</u>	<u>0</u>	<u>0</u>
Total Assets	<u>2,941,713</u>	<u>2,909,751</u>	<u>2,915,702</u>
LIABILITIES & EQUITY			
Total Current Liabilities	143,433	514,494	254,946
Total Equity	<u>2,798,280</u>	<u>2,395,257</u>	<u>2,660,756</u>
Total Liabilities and Equity	<u>2,941,713</u>	<u>2,909,751</u>	<u>2,915,702</u>

ACQUISITION HIGHLIGHTS

AWARD-WINNING, NATIONAL REPUTATION

The Company is well-recognized within the industry and has a website that attracts more than 1.6 million annual visits from cleaning specialists and high-profile distributors.

ESTABLISHED OPERATIONS AND EMPLOYEES

Company has established systems, policies, and procedures for delivering superior solutions to their customers; experienced management with decades of industry knowledge and a team of experienced, knowledgeable staff and skilled field personnel.

COMPANY'S EQUIPMENT IS USED WORLDWIDE BY LEADING PROFESSIONAL IN THE FOLLOWING INDUSTRIES:

- Automotive detailing
- Upholstery cleaning
- Flood restoration
- Stone and concrete polishing
- Waxing / stripping floors
- Chemical application
- Hard surface cleaning
- Carpet

DIVERSITY AND CROSS-OVER OPPORTUNITY

Cross-over sales between carpet cleaning professionals, auto detailers, and facility maintenance professionals.

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