

# 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	\$1,278,622

- **Profit Margin: 25%**

**Current Valuation:** 2022 x Multiple = Valuation  
 \$1,278,622 x 3.95 = \$5,050,556

*\*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**

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

- **Bank Loan is Over 100% collateralized!**
- *The total annual debt payment is \$631,875*
- *Buyer's Net Operating Income (NOI): \$646,747*
- ***That is a 73% Return on Investment (ROI)!***

## 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.

**- CONFIDENTIAL -**

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