

# FOR SALE: Fire Restoration Services for Textiles, Fabrics, and Clothing

*4-year growth with a strong 48% profit margin!*

## Financial Overview

**List Price:** **\$1,450,000**

### Gross Sales

2023	2022	2021
\$859,809	\$774,041	\$614,759

### Cash Flow

2023	2022	2021
\$419,847	\$350,257	\$237,963

- **High Profit Margin:** 48%
- **Multiple:** 3.45

**Valuation:** Cash Flow x Multiple = Valuation  
 \$419,847 x 3.45 = \$1,448,472

## Assets Included in Purchase: \$462,815

**Vehicles:** \$99,500 – 3 Vans, 1 Box Truck

**Equipment:** \$363,315 – Various Washers, Dryers, Pressing equipment, Office Furniture, etc.

## Business Information

**Revenue Breakout:** 70% is fire restoration, 20% is delivery of laundered goods, 10% or less is from client walk-ins

**Services:** Fire Restoration cleaning and laundering for all textiles from clothing to bedding, drapery and all linens. They do not do any furniture cleaning or restoration

**Clients:** Corporate accounts with Avis, Budget and ServePro, plus large referral base from insurance companies

**Location:** Pittsburgh, Pennsylvania

**Service Area:** 20-mile radius for route delivery

**Staff:** 10 on staff, including a General Manager, 5 Technicians, 2 Route Drivers, and 2 Facility Assistants

**Year Established:** 1993

**Reason for Selling:** Retirement

**Lease:** Spacious 6,780 sq ft facility with an office space

**Owner Role:** All duties are clerical, and most can be done remotely from anywhere. The GM handles all supervising of staff

**Seller Training Period:** 1-2 years

**Growth Opportunities:** Delivery routes extended to commercial clients such as healthcare facilities and restaurants. The business is closed on Wednesday, Saturday, Sunday – a buyer could extend hours of operation to attract more business if desired

## Funding Example

**Purchase Price:** **\$1,450,000**

<b>10% Buyer Down Payment</b>	\$145,000
<b>10% Seller Financing</b>	\$145,000
<b>80% Bank Loan</b>	\$1,160,000

*A 10% down payment of \$145,000 returns \$211,075 in the first year after debt payments!*

## Description

Boasting a 4-year growth trend in revenue and cash flow with a strong 48% profit margin. Established in 1993 and is located in Pittsburgh, PA, this company provides cleaning and laundry services, with a significant portion of its business focused on fire restoration services. They can launder and dry clean most textiles including clothing, bedding, drapery and rugs. Additionally, they offer route delivery services to their clients within a 20-mile radius. This business serves a diverse client base, including corporate accounts such as Avis, Budget, and ServePro as well as referrals from insurance companies. The breakdown of services shows that 70% of their revenue comes from fire restoration, 20% from delivery services, with less than 10% from walk-ins. The business operates out of a spacious 6,780 sq ft facility that includes an office space. The dedicated team of 10 staff members includes a General Manager, dry cleaning technicians, Route Drivers, and Facility Assistants. The owners' responsibilities are all clerical and can be done remotely from anywhere while the GM handles all supervising of the staff. The owner is looking to sell as she approaches retirement age.

Priced at **\$1,450,000**, a 10% down payment of \$145,000 will return \$211,075 in the first year after debt payments! There are several avenues for growth, include additional delivery routes extended to commercial clients such as healthcare facilities and restaurants. Additionally, the new owner could extend the hours of operation as the business is currently closed on Wednesday, Saturday and Sunday. In order to sweeten the deal, the seller has offered to carry 10% of the purchase price and stay for 1-2 years post-close for a seamless transition.

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