

Location: Western Colorado

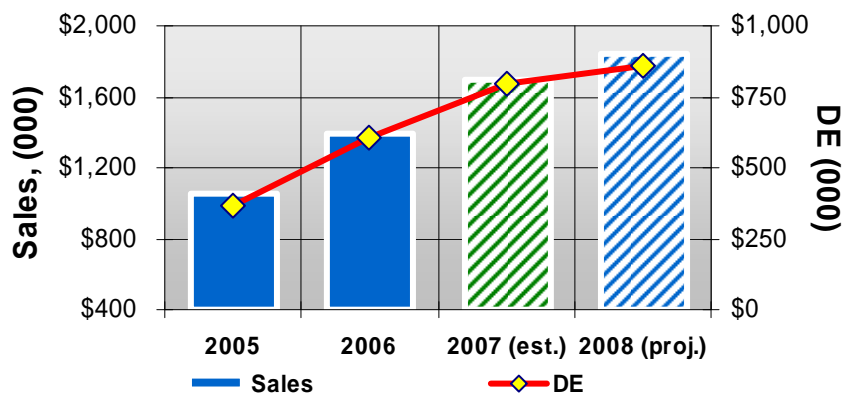
Gross Sales: \$ 1,701,175

Transaction terms and structure to be proposed by purchaser.

DE: \$796,320

**Acquisition Highlights**

- \$2.6M backlog
- 90 percent repeat business
- High profit margins
- Long history of earnings and revenue growth
- Favorable geographical location
- Experienced management and workforce
- Exclusive distribution contracts



Specializing in fire suppression system installation and service, the company is well-known, well-respected and has hundreds of local and regional clients due to its lengthy and successful track-record. The company has received significant recognition for its outstanding services from commercial, residential and government organizations. Given its size and sales level, the company has exclusive distribution rights for top products in the area. It further benefits from a fast-growing geographical location; knowledgeable and highly skilled, non-union workforce. The owners are preparing for retirement, but will remain for a reasonable transition period.

**Business Synopsis**

Established in: 1979  
 Employees: 12 full-time, non-union  
 Facilities: 5,000 sq. ft.  
 Business format: "S" Corporation  
 Reason for sale: Owners planning for retirement.

**Balance Sheet**

(Est. FMV) 12/31/07

Current assets: \$126,408  
 Fixed assets and other: 175,805  
 Total assets: 302,213  
 Total liabilities: 136,038  
 Shareholder's equity: \$166,175

**Operating History**

	2005	2006	2007 (est)	2008(proj)
Gross Sales	\$1,054,928	\$1,389,367	\$1,701,175	\$1,837,269
Discretionary Earnings (DE):	364,245	605,135	796,320	856,656

(\*) Since privately owned companies tend to keep reported profits and thus taxes as low as possible, financial recasting of net earnings is an important element to understanding the earning capacity of the business enterprise. Recasting provides an economic view of the company and allows meaningful comparison with other investment opportunities.

Detailed information on this seller is available to principals only.

Contact IBG to provide indication of financial qualification and execute IBG's Confidentiality Agreement.

For information call Judy Brown at: (303) 785-0525 or email to: [acquisitions@IBGBusiness.com](mailto:acquisitions@IBGBusiness.com)

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