

FOR SALE: Enviro Services of Drilling Waste: 100% Absentee Owner

Disposal of waste & oil field clean-up with 20+ on staff!

Financial Overview

List Price: \$4,950,000 CAD

Gross Sales

Annualized	FYE 2022
\$6,495,973	\$5,165,300

Cash Flow

FYE 2022
\$1,043,622

- 2022 Profit Margin: 20%

Funding Example

Purchase Price: \$4,950,000 CAD

20% Buyer Down Payment	\$990,000
10% Vendor Financing	\$495,000
10% Equity Roll	\$495,000
60% Bank Loan	\$2,970,000

- Bank Loan is 100% collateralized!

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: Over 250 clients, with 50 repeat/reoccurring. 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

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.

Service Area: In Alberta with focus in The Peace Region of Northwest Alberta

Lease: 11-acre industrial fully fenced yard site, 750 sq. ft. office w/ 4 maintenance bays.

Year Established: 1999

Seller Training Period: 1 year

Reason for Selling: Exit Planning for retirement.

Location: Fox Creek, Alberta

Assets Included in Purchase: \$3,143,500

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: ~\$375,000

**amounts may vary, assets may be depreciated, replacement cost, or fair market value*

Description

This company currently has 250 clients, of which 50+ of those are recurring with the typical client being a municipality or utility company. This company handles all aspects of the industrial clean up services and disposal & hauling of drilling waste for oil field productions. 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. This variety of equipment also gives them the ability to perform a mixture of maintenance, water delivery, vegetation control, water truck services, & mobile steaming. 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 uniquely qualified team allows the owner to be able to live remote, more than 2 hours away, and only does light oversight of the business. Financing should be a breeze as this company is boasting a 20% Profit Margin and is 100% collateralized, plus there is roughly \$375K of working capital that is included in the purchase price as well.

At the purchase price of **\$4,950,000 CAD**, with a 20% investment from the Buyer, the Seller will show a vested interest in the business's success by holding a note for 10% and rolling equity of 10% allowing the bank to be at a 60% loan, making the business over 100% collateralized. The business has a focus in Alberta with clients across Canada. 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.

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 The Firm does not sell real estate. The Firm solely advises on exit strategy.