

Available for Acquisition: #231701 Oilfield Environmental Protection Company

Company Overview

ACT Capital Advisors is pleased to offer for acquisition an Oilfield Environmental Protection Company specializing in Secondary Containment, Pit Lining, Temporary/Drive Over Containments, Concrete Coating, and Custom Fabrication. The Company, located in West Texas, offers their customers a superior product while always maintaining the highest level of professionalism. The Company is located on several acres of company-owned land, giving it the freedom to manufacture custom products for each job. This land will also be included in the sale.

Investment Highlights

- **Diverse Customer Base.** The Company has developed a wide-spread customer base throughout Texas and surrounding states. The largest customer in 2022 accounted for just 14% of revenue.
- **In-House Fabrication.** The Company has a unique combination of in-house tools allowing them to manufacture the highest quality product on demand, in house.
- **Experienced Workforce.** The Company has built a staff focused on professionalism and high-quality service. Their eight key employees have been with The Company for a combined 34 years, establishing a great culture.
- **Long-Term MSA's.** Thanks to their high-quality of work and commitment to customer service, The Company has been able to establish MSA's with a wide variety of blue-chip customers.
- **Sustained Growth.** The Company has shown fantastic growth in recent years. It has already surpassed 2022 EBITDA through June of 2023.

Growth Opportunities

- **Expand Geographic Reach.**
Expand proven business model into new regions
- **Advance Digital Marketing.**
Implement SEO, increase social media presence
- **Grow Sales Staff.**
Add a dedicated sales team



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Summary Financial Information

	2019	2020*	2021	2022	2023 (YTD 6/27)	2023E
Sales	\$4,845,461	\$2,966,784	\$5,471,945	\$7,026,062	\$4,544,580	\$8,571,796
Net Income	\$733,578	(\$75,713)	\$744,776	\$451,073	\$1,158,737	\$1,675,786
Adj. EBITDA	\$789,112	\$22,461	\$1,020,628	\$868,297	\$1,188,145	\$1,950,853

* 2020 figures were heavily impacted by Covid-19.
Additional info is outlined in the CIM.

Contact Information

For more information, please contact:

ACT Capital Advisors, LLC
7525 SE 24th Street, Suite 630
Mercer Island, WA 98040

Interested parties should execute the attached Non-Disclosure Agreement (NDA) and return to ACT Capital Advisors with a written request to receive the Confidential Information Memorandum (CIM).

NDAs and CIM requests should be submitted to Garrison Glisson



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