

FOR SALE: Well-Known Diesel Service Center

with an Excellent Reputation and 35+ Year History

| | | | |
|-----------------------|--|------------------|-----|
| Asking Price: | \$ 250,000 | | |
| Gross Revenue: | \$ 398,722 | | |
| Cash Flow/SDE: | \$ 67,814 | | |
| FF&E: | \$ 150,000 | Included? | Yes |
| Inventory: | \$ 50,000 | Included? | Yes |
| Real Estate: | Owned | Included? | No |
| | Asking \$ 500,000 (Appraised at \$518,000) | | |
| Building Size: | 14,800 sq. ft. | | |
| Employees: | 5 FT (not including the owner) | | |
| Established: | 1981 | | |
| Location: | Lawrence County, PA | | |



Business Summary: NEO Business Advisors represents a well-known diesel service center business with excellent 35+ year reputation for quality service, quick turnaround and competitive pricing. The seller has built the reputation of the business since 1981 with a strong and diverse customer base in the diesel truck and heavy equipment industries serving primarily repeat and fleet customer accounts. The business provides everything from routine maintenance to comprehensive engine repair, rebuild and tuning services. The facility is equipped with a state-of-the-art, computerized diagnostic center for injector rebuild and tuning and a large service center with 5 drive-thru service bays. The staff consists of 5 employees ranging from long-tenured, senior staff with decades of industry specific knowledge to a hard-working and eager to learn, younger generation of mechanics. The business does almost no sales and marketing, maintaining revenue through word of mouth and reputation. At its peak, the business was doing over \$1,500,000 in Revenue with 12-15 employees. The Seller feels this is a volume that could easily be regained with a new owner bringing new energy to the business.

COVID-19 Impact Statement: The business has been operating as an Essential Business throughout COVID-19. They have not laid off any employees and work volume has remained consistent with pre-COVID levels.

Growth and Expansion: The owner has identified several key opportunities for growth including but not limited to hiring a dedicated salesperson, building a website, developing a strategic marketing plan, utilizing Google and Pay-Per-Click advertising to find new customers, and adding e-commerce part sales to the website. A new owner could target additional markets for fleet management, routine maintenance (like oil changes for buses), and target new high-margin customers in the performance truck market. This is also a great opportunity for a strategic buyer to add an additional location to expand their current service area.

Financial Overview:

| | FYE 2018 | FYE 2019 | FYE 2020 | FYE 2021 |
|------------------------------------|------------|------------|------------|-------------------|
| Revenue | \$ 536,864 | \$ 727,109 | \$ 684,069 | \$ 398,722 |
| SDE | \$ 79,977 | \$ 125,122 | \$ 124,820 | \$ 67,814 |
| 4 Year Weighted Average SDE | | | | \$ 107,594 |

Fiscal Year is October through September.

Furniture, Fixtures, and Equipment (FF&E): FF&E of \$150,000 is included in the asking price. Shop assets include a state-of-the-art, computerized diagnostic center for injector rebuild and tuning, workstations and tooling for routine maintenance, tear down and repair, solvent cleaning tanks and parts washers, engine lifts, jib cranes, inventory shelving and a well-equipped in-house machine shop capable of all machining needs except crankshafts. Office equipment includes computers, desks, chairs, file cabinets and various other office furniture and equipment.

Inventory: Inventory of \$50,000 is included in the asking price to be adjusted up or down for actual amount at time of closing. Inventory includes a wide range of new, used, and rebuilt parts from gaskets to injectors and complete engine blocks that are included at cost.

Real Estate: The real estate is owned by the Seller to be sold with the business for \$500,000 (not included in asking price). Appraised at \$518,000. The building is in excellent condition and includes 14,800 sq. ft. of service area, inventory storage, and office space on over 6 acres of land. The service area of the building features 10 overhead doors setup as 5 drive-thru service bays.

Support/Training: Owner is including 4 weeks transition training included in the asking price.

Reason for Selling: Owner is selling to retire and enjoy more time with family.