

SPECIALTY EXCAVATION AND CONSTRUCTION COMPANY

Southwest Idaho

THE OPPORTUNITY

This company is involved in trenchless technology primarily for municipalities specializing in auger boring, pipe ramming, pipe bursting and directional drilling. Trenchless technology is a type of subsurface construction work that requires few or no continuous trenches. It is a rapidly growing sector of the construction and civil engineering industry and can be defined further as a family of methods, materials and equipment capable of being used for the installation of new or replacement of existing underground infrastructures (pipes) with minimal disruption to surface traffic, business or other activities.

Primary customers are city, county and state agencies or major utility companies seeking this specialized service. Competition is minimal and start-up costs are prohibitive due to the immense amount of specialized equipment required. The company has three employees including the owner.

THE LOCATION

The business is currently located on a six acre industrial site in southwest Idaho but can be re-located anywhere. The present property can be leased or purchased.

ASSETS INCLUDED

An extensive list of equipment including vehicles is available. An Idaho Contractors License would be required to acquire civil bid work. Transactional training and support to include apprenticeship agreements with non-qualified buyers is available from the owner. Accounts receivable are adjusted as net at closing. No work in progress is included in the asking price.

THE REASON FOR SELLING

The owner, who acquired the business in 1998 with no previous experience, wishes to retire.

THE IDEAL BUYER

The ideal buyer could be any individual or partnership(s) with construction, maintenance or service orientations.

ASKING PRICE
\$840,000

TERMS:
Owner will consider financing options

BALANCE SHEET (Original Cost)

Furniture Fixtures & Equipment	\$997,000
Accounts Receivable	100,000
Real Estate	<u>Available</u>
Total Assets	\$1,097,000

All values provided by Seller

INCOME STATEMENT SUMMARY Three Year Average

Revenue	\$603,000
Net Income	35,000
Owner Salary	30,000
Seller Discretionary Cash Flow	\$122,100

Financial information provided by Seller

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ARTHUR BERRY & COMPANY

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TO RECEIVE FURTHER INFORMATION, sign and return the Confidentiality Agreement/Agency Representation found on our web site. The listing agent, **KIP MOGGRIDGE**, will then contact you. If you prefer, this agreement can also be requested by contacting Kip at **208-639-6169**. The information above has been provided by the seller. Arthur Berry & Company makes no representation as to its reliability. Price and terms subject to change at seller's discretion. FILE 4261