



Heavy Equipment Rental/Dealer - Catskills, NY

Reference No. 10132

Revenues: \$ 1,700,000
Cash Flow: \$ 250,000
Asking price: \$ 550,000

Opportunity Summary

This five year-old heavy equipment rental/dealer has an established customer base of homeowners, local contractors and builders in upstate New York. The company, located in a 6,000 sq. ft. facility on a major highway, should grow over the next few years, along with the continued growth the area has been experiencing. The company rents and sells many types of heavy equipment (excavators, bulldozers, forklifts, etc.) from leading manufacturers such as Caterpillar and Komatsu. The ~ 40-item heavy equipment inventory (\$1,200,000 value) is not included in the asking price; however, the buyer has the option to purchase some or all of the equipment (a minimum of \$500,000 in equipment inventory is needed to run the operation successfully). The equipment can be financed with an interest only loan (floor plan financing). The company's revenues are divided as follows: (1) Rentals - 80%; (2) Equipment Sales - 20%. The asking price is well justified by the business' established reputation, high cash flow, and growth potential. This is an excellent opportunity for someone seeking to enter the heavy equipment rental/dealer business or for a strategic buyer who plans to expand its operations.

Competition

There are other heavy equipment rental/dealer businesses in the area; however, many are smaller and lack the wide range of equipment inventory that this company is able to offer its customers.

Opportunities

The business has significant growth opportunities. The company could grow revenues by increasing its inventory of equipment, and by expanding the geographical area it serves.

Facilities

The business operates out of a 6,000 sq. ft. facility with a small office, and is located on a major highway in the Catskills region of New York. The business has an inventory of approximately 40 items of heavy equipment (not included in the asking price). The sale includes the tools, computers and office furniture.



Seller Involvement

Seller is willing to help with the transition.

Seller Financing

Seller financing is available.

Contact

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