



Tent and Party Rental Company

Reference No. 10050

Revenues: \$ 1,700,000
Cash Flow: \$ 300,000
Asking price: \$ 995,000

Opportunity Summary

This tent and party rental business, with two locations in the Southeast, was founded more than fifty years ago. The business for sale is the combined operations of two separate, but related father-and-son companies. One company rents tents, tables and chairs, staging, linens, flatware, china, glassware and other party items primarily to the party market, caterers, hospitality, and government clients. The second company rents tents, tables, and chairs to commercial, fair and festival, government, and industrial clients. Currently, the companies share one of their two warehouses and a significant portion of the inventory. The large inventory includes: tents of all sizes, more than 8,000 chairs, tables and other party accessories with a total wholesale value of more than \$600,000. The owners have developed an extremely efficient and well-run business, which reaches a peak of more than 45 employees during the busy summer months. The companies employ crews of workers who deliver and set up the tents and accessories at the location of the event. The companies' success is the result of their reputation for high quality service and the extensive relationships that have been developed within the industry. The asking price is well justified by the assets of the companies and their consistent profitability. This is an excellent opportunity for someone looking to enter the party rental business or for a strategic buyer looking to grow or to expand its operations geographically.

Competition

There are other tent and party rental businesses in the area; however, they are generally smaller and do not have the same reputation for high quality service.

Opportunities

The business has significant growth opportunities. A more aggressive marketing and sales campaign targeted at caterers, hotels, local universities, large corporations and golf courses would significantly increase revenues. The business should be able to return to



the higher cash flow and revenue levels achieved two years ago as the business climate continues to improve.

Facilities

The combined business operates out of two locations in a commercial area - a 6,000 sq. ft. warehouse with offices, and a 12,000 sq. ft. building with 1,500 sq. ft. of retail showroom space. In addition to the inventory, the assets included in the sale are five delivery trucks ranging in size from 16 to 24 feet.

Seller Involvement

Seller is willing to help with the transition.

Seller Financing

Seller financing may be available.

Contact

Marc D. Weiss, Skyline Equity Advisers, 845-462-1142