

Heating & Air Company (est. 1962) – Profitable in any Economy!

Well Established – Impeccable Reputation – Lots of Upside Potential for Energetic Owner!
Northwest Arkansas

Financials

Asking: \$495,000

Gross: \$237,164

Cash Flow: \$118,315

Tangible Assets: \$477,000 (included in the asking price) *

Business Summary

Established in 1962, this is one of the premier heating and air businesses in Northwest Arkansas. Its reputation for quality work and innovative operating methods has made it a household name in the area for almost 50 years!

The business currently does residential – both single-family and multi-family – and commercial new construction and service work, as well as change out and repair. Due to its dominant presence in the marketplace, this company is a much sought after partner in both the commercial and residential segments. The business has been owner managed for the past seven years. The seller currently turns down bids on a weekly basis, does not engage in open bidding, and hand picks commercial work.

The service area for this business is currently within a 50 mile radius of its facilities, but could realistically branch out to Tulsa, OK, Little Rock, AR, Joplin and Branson, MO. Either or both strategies would significantly enhance revenues and profits. This is a successful and profitable company with excellent growth potential, and would be an excellent acquisition candidate for an out-of-town or other strategic buyer looking to expand; alternatively, it offers a perfect opportunity for current or ex-corporate executives looking to exit the "rat race" and secure their financial future.

General Information

Employees: 12 (seasonal)

Facilities: The business operations are located in approximately 12,000 sqft. of heated space. Building includes 1,500 sqft. of office space. The facility sits on over two acres of land located a half mile from a major interstate highway. The facility also contains a sheet metal fabrication shop. *[FF&E and Inventory are currently valued at \$100,000 and \$27,000 respectively.]*

Market Outlook

Competition: This Company is one of the top four competitors in the marketplace.

Growth/Expansion: Two key hires – a full time sales person and an estimator – could exponentially increase revenues within a year. Other complementary products and specialty services could also be added by a new owner.

Northwest Arkansas: If you've never heard of Northwest Arkansas, we have one word for you – Walmart! In fact, several Fortune 500 companies call NWA home, including Tyson Foods, J.B. Hunt Transport, and the largest retailer in the world. Walmart was recently named the most valuable retail brand in the U.S., and is largely responsible for NWA being thrust into the business spotlight with national rankings like "Most Livable City," "Fastest-Growing & Best Performing Economy," and one of

the "Top 25 Recession Resistant" parts of the country. NWA is ideally situated in the geographic center of North America and surrounded by the natural beauty of the Ozark Mountains. With the University of Arkansas in Fayetteville, a new minor league baseball team in Springdale, and a world-class art museum opening in Bentonville, Northwest Arkansas offers an enviable lifestyle in a business climate that is filled with both economic security and opportunity.

About the Sale

Support/Training: Negotiable

Reason Selling: Retirement and relocation out of state

Listing Info

Listing #1178

Contact: Chris Taylor, MBA
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** Tangible assets include FF&E, inventory and real property assets owned by the corporation.*

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