

**Industrial Cleaning & Inspection Provider  
Acquisition Opportunity**

Client #10387

This company is a provider of industrial cleaning and inspection services. They serve a specific niche, serve it well, and have been doing so for over 40 years. Their services are essential for continued use of certain infrastructure.

The company serves a wide range of commercial, municipal, and residential customers throughout the tri-state area (New Jersey, Pennsylvania, and Delaware).

With such a long-standing presence in the marketplace much of their work now comes through word-of-mouth and repeat customers.

An experienced and skilled workforce is in place and the owners have placed an emphasis on building a team that is able to deliver consistent, high quality service to their customers.

Summary financials are provided in the chart below. The company has delivered consistent financial results and through the first six months of 2021 revenues are up almost 15% year-over-year.

<i>(\$ Thousands)</i>	<b>2019</b>	<b>2020</b>
<b>Revenue</b>	<b>\$2,918</b>	<b>\$2,982</b>
Cost of Goods Sold	1,758	1,643
<b>Gross Profit</b>	<b>\$1,160</b>	<b>\$1,339</b>
Operating Expenses	657	648
<b>Adjusted EBITDA</b>	<b>\$502</b>	<b>\$691</b>

The current owners are planning for retirement but will remain available to support a new owner during a transition. This company presents an opportunity to acquire a highly reputable business in an in-demand field with tangible areas for continued growth.

To learn more about this opportunity, please call 484-534-8600 x100 or email us at [info@bma1.com](mailto:info@bma1.com).