

# Available for Acquisition...

## Established Glass Service & Window Cleaning Business

Gross Sales: \$960,482 <sup>[1]</sup> Northeastern Oklahoma  
SDE (Seller's Discretionary Earnings): \$289,314 (3 Yr. Avg.) <sup>[1]</sup>

### ACQUISITION HIGHLIGHTS

ASKING PRICE: \$895,000

[1] Tax Returns

Includes Operating Equipment, Vehicles, and Skilled & Tenured Employees.

**IF INTERESTED: SIGN THE NDA COMPLETE THE BUYER PROFILE - AND ACT QUICKLY!**



#### Key Points of Interest

- Solid Cash Flow
- Well-Branded Niche Business
- Multitude of Customers
- Operating Equipment & Vehicles
- Skilled & Tenured Employees/Techs
- Realistic & Achievable Growth Opps.
- Home Based or Small Footprint Req'd.
- Owner Training for Transition

### OVERVIEW & MOTIVATION FOR SALE

This reputable and well-branded business has been providing glass service and cleaning to its commercial customers for over twenty years. There are limited competitors serving this niche within the market areas.

The business can easily be operated from home or a small footprint. It is an ideal acquisition for an owner/operator looking to be assured of good income while also building net worth through valuable business ownership. It is also ideal for an existing business looking to diversify and capture scale, synergies, and greater market share. This Sub-chapter S Oklahoma corporation, is positioned to continue for decades to come. Virtually every commercial building and shopping center has glass, and Oklahoma continually deposits dust and pollen upon those windows. Customers along with skilled and tenured employees/technicians are in place. The business has primarily relied upon its strong reputation within the market. However, the owners have recently brought on an outside sales person to further increase the broad customer base, revenues and profits. The size and structure of this business acquisition would qualify for the SBA Guaranteed Lending Program, and OCA can assist the Purchaser in locating the necessary funding for the acquisition.

After many successful years of operating the business, the owners are ready to slow down, start preparing for retirement and increase time for family, friends, and personal pursuits. The owners are willing to provide necessary training for a negotiated period to help with a seamless ownership transfer.

Preliminary and "high-view" information is available to qualified acquisition candidates who have signed the Confidentiality and Non-Disclosure Agreement and Buyer Profile (the NDA).

Acquisition candidates will need to demonstrate their ability to consummate a transaction of this size and scope.

FOR FURTHER INFORMATION, PLEASE CONTACT:

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*More information on this Seller is available to principals only. No cooperative fees paid to intermediaries.*

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## RECENT THREE YEAR PERFORMANCE

| Fiscal Year | 2022       | 2023         | 2024       | Three Year Avg. |
|-------------|------------|--------------|------------|-----------------|
| Revenue     | \$ 882,524 | \$ 1,008,320 | \$ 990,601 | \$ 960,482      |
| SDE         | \$ 271,685 | \$ 327,588   | \$ 268,668 | \$ 289,314      |

## A PURCHASE FOR AN OWNER / OPERATOR ENTREPRENEUR

**For an Owner/Operator:** The financial performance clearly indicates there is sufficient cash flow to pay all the operating expenses, service the acquisition debt, and to receive a salary and profits, while also building net worth through valuable business ownership. There is a team of experienced techs and the Owners are willing to assist with transitional training.

## A PURCHASE FOR AN EXISTING BUSINESS

**For an Existing Business:** This presents an opportunity to diversify your business interests and protect your financial position. An acquisition within the same industry or one closely related, will assure you of the ability to service the acquisition debt, while also: (i) diffusing your risk, (ii) increasing your revenues and earnings, (iii) capturing market share and geographical reach, (iv) having opportunity to cross-sell products and services to New and Existing Customers, and (v) gaining skilled and tenured employees/techs.

***\*\*If you are already in the glass and window cleaning business you should purchase this before the business and the customer accounts are transferred into the hands of one of your competitors!***

## GROWTH OPPORTUNITIES

**There are several realistic and achievable growth opportunities** that will be shared with qualified Buyer candidates after signing the Confidentiality and Non-Disclosure Agreement (the NDA), completing the Buyer Profile, and demonstrating the ability to purchase the business. The growth opportunities do not require large capital investments, but rather focus and effort.

There are other regional markets to service. The business has relied predominantly upon its long-term presence and reputation for customers. However, the Owners have recently brought on an outside sales person familiar with the industry and the market areas. A New Owner should implement additional proactive marketing and sales approaches.

## CALL TODAY: 918-438-8218

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