



Robbinex of the Pacific Northwest, LLC.
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Factum

Plumbing & HVAC Industry Located in West Coast, USA

Founded: 2000

Type of business: Service – Plumbing and Heating and Air Conditioning

Number of employees: 50 Full Time

Geographic Markets: Major Pacific Northwest Metropolitan Region

Customer Markets: Residential & Commercial Clients

December Year End

	Actual Fiscal 2003:	Actual Fiscal 2004:	Actual Fiscal 2005:	Actual Fiscal 2006:	Actual Fiscal 2007:	Forecast 2008:	Forecast 2009:
Sales	\$1,805,318	\$3,799,864	\$5,805,100	\$10,038,537	\$14,865,566	\$18,500,000	\$23,000,000
EBITDA	(\$14,443)	\$291,141	\$464,593	\$1,068,977	\$2,673,639	\$4,220,000	\$5,506,000

- * Utilizes a unique system flat rate pricing and commission compensation for the plumbers... one key factor to their success and profitability;
- * Plumbers attend weekly continual education sessions outlining technical proficiencies, along with training in sales techniques.
- * The key staff is skilled and experienced, and ownership has implemented benefit programs to retain its skilled staff;
- * Low-overhead and aggressive marketing contribute to the success of the business;
- * The customer base is expanding, with revenue growth on HVAC and plumbing services increasing over the next 5 years;
- * Is not reliant on any single customer, and does a significant amount of repeat business with its customer base;
- * Revenues and overall profits have increased significantly over the years in review;
- * A number of company key ratios including return on sales, days' sales in receivables are better than the industry average.
- * Platform Company with a second company in Vancouver, BC that could be an add-on.
- * Service offerings include all residential and light-commercial service and emergency work, including: drain cleaning and replacement; copper re-piping, service, and repair; side sewer and water service repair and installation; video inspection of drain and sewer systems; and some HVAC that includes furnace inspection, routine service / cleaning and replacement.

For further information, you are invited to contact

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