

Acquisition Opportunity

JDIS – Premier Oilfield Safety Equipment Provider with \$190K+ in SDE

Corporation Type: LLC Location: Southeast Texas

This company stands as a beacon in the oilfield industry, dedicated to providing exceptional customer service through its safety product offerings. It specializes in an extensive array of safety equipment, crucial for the high-risk oilfield environment. The firm's product range is comprehensive, including robust hose fittings vital for secure operations, top-grade flame-resistant (FR) clothing to shield workers from fire hazards, and a vast selection of personal protective equipment (PPE) to ensure the safety and welfare of staff in challenging conditions. With a commitment to superior quality and unwavering reliability, the company equips its clients with the necessary tools and attire to prioritize safety in all oilfield activities.

ASKING

\$450,000

Top Details/Business Activity

- **Core Business Focus:** Specializing in the supply of customer-centric safety products for the oilfield industry, this business provides essential safety equipment and apparel.
- **Established Legacy:** With an inception dating back to 2009, the company boasts over a decade of industry presence.
- **Revenue Per Transaction:** Demonstrates robust sales with an average order value of \$1,500.
- **Efficient Operations:** Operations are streamlined and effective, backed by well-established systems and processes.
- **Consistent Financial Performance:** The company has sustained stable revenues, with an average gross revenue of \$714,000 over the past two years.
- **Financial Health:** Exhibits strong cash flow, with more than \$190,000 in SDE in both 2022 and 2023.
- **Profitability:** Maintains robust cash flow margins, averaging over 20% in the past five years.
- **Reputation and Brand Strength:** Renowned for top-rated service, exceptional quality products, strong customer relationships, and a wealth of industry knowledge and experience.
- **Marketing Efficiency:** The business thrives with minimal marketing efforts, with 85% - 95% of business generated through walk-ins, referrals, and repeat customers.

Strengths:

- Premier-rated service that exceeds expectations
- High-quality product offerings
- Robust customer relationship management
- Extensive knowledge and experience in the field

Weaknesses:

- Restricted spatial capacity
- Pricing availability

Reason for selling:

- Semi-retirement

Key Indicators (Cash Basis):

Year (Financial Year End: 12/31)	2023 Annualized \$'000	2022 \$'000	2021 \$'000	2020 \$'000	2019 \$'000
Revenue	696	733	402	348	610
Gross Profit	285	330	199	144	180
SDE*	194	192	83	39	147

*Profit before interest, tax, depreciation, amortization (non-cash items) including owner salary, one-time and discretionary expenses.

Included in offering:

- Assets: \$26,500

Business Days and Hours:

- Monday - Friday: 8:00 am – 5:00 pm
- Saturday - Sunday: Closed

Employees:

- The Company has a total of 2 full time employees 1 part time employee. The key employees are a Clerk/Customer and a Warehouse Mgr.

Support and Training:

- The Owner genuinely desires an effective business transition with seamless customer service through to the buyer. They will train a buyer for 30 days. An additional consulting contract can be obtained.

Next Steps

- In order for us to release the Confidential Information Memorandum, complete the Non-Disclosure Agreement and Buyer Profile and return to:

Jacob Davis, Managing Director

jacob@thevantgroup.com

(979) 218-4429



CORPORATE/INVESTMENT GROUP CONFIDENTIALITY AGREEMENT

Premier Oilfield Safety Equipment Provider with \$190K+ in SDE Sale Price: \$450,000

1. For good and valuable consideration, the receipt and sufficiency of which are acknowledged, the undersigned ("The Recipient") enters into this Confidentiality Agreement with The Vant Group, Inc., a Texas corporation ("the Broker") and for the benefit of the Broker's client (the "Company") that shall be identified by the information disclosed under this Confidentiality Agreement.
2. The Broker has attached hereto or has provided or may subsequently provide to the Recipient in connection herewith certain technical, financial, and/or business information (collectively the "Information") regarding the Company (as above designated) to facilitate an evaluation by the Recipient whether to acquire the Company or stock or assets thereof. The Recipient acknowledges that the Information is highly confidential and proprietary to the Company.
3. The Recipient shall not at any time, without prior written consent of the Company, furnish, copy, reproduce or distribute, in whole or in part, directly or indirectly, the Information to anyone, except Recipient's financial advisors, investors, tax advisors and attorneys, who may be furnished with the Information for the sole purpose of advising the Recipient as to the structure of any proposed purchase of the Company (or its stock or assets), and it will keep permanently confidential the Information and will use the Information only for the purpose set forth above. The Recipient shall be under no obligation to maintain as confidential any information which (a) Recipient can show by legally sufficient written evidence was in its possession prior to disclosure by the Broker and/or the Company; or (b) becomes generally available to the public in tangible form other than by acts or omissions of Recipient; or (c) is lawfully obtained from a third party. The Recipient shall not contact the Company to discuss the sale or purchase of the Company or the Information without prior written consent of the Broker.
4. The Recipient hereby indemnifies and holds harmless the Broker, and its agents, representatives, employees and attorneys, from and against any and all claims, liabilities, actions, causes of action and damages, arising from or relating to any injury or loss arising out of, from, or attributed to the transactions or matters subject hereof, or the actions, omissions, wrongful conduct or other breach of this Confidentiality Agreement by Recipient, which indemnification shall include, without limitation, reimbursement of attorney's fees and expenses incurred by the Broker in connection herewith.
5. The Recipient shall not enter into any agreement for the purchase of the Company or its stock or assets unless said agreement contains a provision wherein the parties thereto acknowledge that the Broker is the procuring cause of such agreement and the Broker is entitled to a broker's commission as agreed upon by the Company and the Broker.
6. While the Information is believed to be accurate, it is subject to change, error or withdrawal of offering, without notice. The Company and the Broker expressly disclaim any and all liability for representations or warranties, expressed or implied, contained in the Information, or, for omissions from it. The Company reserves the right to require the return of the Information at any time.
7. A facsimile transmission of this document is legal and binding.
8. The Recipient warrants that the undersigned is a duly authorized by the Recipient to enter into binding legal contracts on its behalf.
9. This Agreement contains the entire agreement between the parties hereto with regard to the subject matter hereof. If one or more of the provisions contained herein shall be held to be invalid, illegal or unenforceable, the balance of this Agreement shall remain in full force and effect. This Agreement shall be binding upon the parties' heirs, successors and assigns, where permitted. This Agreement may not be assigned by the Recipient without the prior written consent of the Broker. No ambiguity herein shall be resolved presumptively against any party. This Agreement shall be construed in accordance with the laws of the State of Texas, and the obligations of the parties are performable in Dallas, County, State of Texas, where venue shall lie for any actions brought hereunder.

RECIPIENT:

_____	_____
Company Name	Street
_____	_____
Signature	City State Zip
_____	_____
Print Name	Phone
Date: _____	_____
	Fax