



Market Leader Towing Company for Sale

Killeen, TX



Joseph Gozlan | E: Joseph@EBGTexas.com | O: (903) 600-0616 | M: (469) 443-6336

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Business Highlights

- Largest player in the area
- About \$1.3M of trucks & heavy machinery
- Additional \$48K in equipment and gear
- Multiple revenue streams!
- Very Strong relationships and contracts with local authorities
- Five physical locations
- No sales team, No Repo work = HUGE Potential Upside!
- **Asking Price: \$1.95M**

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SYNOPSIS

For experienced business buyers who are seeking high-value businesses, this towing company is an excellent investment opportunity. With a strong reputation in the Killeen, TX area, this company built a loyal customer base that values reliability, efficiency, and commitment to excellent service.

Their extensive fleet of trucks and heavy machinery, coupled with the specialty equipment and gear, positioned them as THE leader in the regional towing industry. And with multiple revenue streams, this business have a diversified business model to ensure long-term stability and profitability.

Established relationships and contracts with local authorities provides this company a steady flow of business, ensuring that they remain an indispensable partner in the community. With five physical locations strategically positioned throughout the area, they are included in multiple rotations and are well-positioned to capture even more business in the future.

Furthermore, this towing company presents a unique opportunity for experienced business buyers to capitalize on a company with untapped potential. With no sales team and no repo work, there is ample opportunity for growth and expansion, and with the opportunity to secure a high-leverage SBA loan, the potential upside is substantial.

The current owner is looking to shift his focus to another business venture, providing a unique opportunity for an experienced business buyer to step in and take over an established and profitable company with a management team already in place.

This presents a significant advantage for those seeking a semi-absentee business model, as you can trust in the experience and capabilities of the existing management team to continue driving the business forward while you focus on other endeavors.

Overall, this towing company represents an outstanding investment opportunity for experienced business buyers seeking a high-value, semi-absentee business with strong fundamentals, diversified revenue streams, untapped potential for growth and expansion, and an established management team in place. Contact us today to learn more about this exciting opportunity.

Multiple Revenue Streams!

- **Rotations Impound** – Close relationships with multiple municipalities in the area to tow from accident scenes, illegal parking, crime scenes, etc.
- **Private Party Impounds** – currently contracted with 34 locations such as apartment communities, etc.
- **Car dealers** – Multiple local relationships
- **Autoshops** – Multiple local relationships
- **Insurance Companies** – Established relationships with many of the largest insurance companies to provide roadside assistant directly and through partners.
- **Auctions Website** – Impounded cars that have not been claimed by their owners can be legally auctioned off and the proceeds retained by owner!

Manuals & Procedures

- The company has all operating procedures and manuals put in place.
- Operating manuals
- Employee handbook
- Training manuals
- Software, accounts receivable, accounts payable, etc.

Staffing

- There are three main leadership positions:
 - Operations Manager
 - Drivers Manager (reporting to ops manager)
 - Office Manager (reporting to ops manager)
- This management team allows the owner the freedom to **NOT** be on-site every day.
- Over 25 drivers on rotation 24/7/365 days a year
 - **Drivers are on a 1099, commission only, structure!**
- Dispatchers (24/7 shifts)
- Accounts receivable/Payable team

Light & Medium Duty Trucks Current Value : \$892,200

Heavy Duty Trucks Current Value : \$390,000

All Trucks Combined:	Current Value	New Value
	\$1,282,200	\$3,019,900

Large amount of equipment included in sale:

- Office Furniture, Drivers Lounge Furniture, shop Furniture
- Computers, software, & office supplies
- New Tires in shop
- Maintenance parts & tools at the shop
- Safety gear such as Cones, reflective vests, reflective tapes, towing signage, etc.
- Vehicles up for auction (fluctuates, full list will be delivered prior to closing)

Total all equipment: approximately \$48,300

- **Five locations currently in service:**
- **Total rent for all locations: \$12,400/mo**

- The company currently have 2 active websites
- Both sites are very limited in design, functionality and not very mobile friendly.
- Hardly any social media presence focused on posting once a week or two on the Facebook page.
- The new owner can increase web visibility and organic leads generation with a small investment and revamping of the websites and social media.



- The company currently hires a third-party company that provides services such as: website maintenance, posting on social media, responding to reviews on google, managing the google pages and managing the company google adwords account.
- **No social media ads, No outbound sales team, no flyers, no postcards and no CRM system!**
- **The new owner can capitalize on all these missed opportunities!**



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JOSEPH GOZLAN



Joseph@EBGTexas.com



(903) 600-0616



(469) 443-6336



Contact



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Information About Brokerage Services

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11-2-2015



TYPES OF REAL ESTATE LICENSE HOLDERS:

- **A BROKER** is responsible for all brokerage activities, including acts performed by sales agents sponsored by the broker.
- **A SALES AGENT** must be sponsored by a broker and works with clients on behalf of the broker.

A BROKER'S MINIMUM DUTIES REQUIRED BY LAW (A client is the person or party that the broker represents):

- Put the interests of the client above all others, including the broker's own interests;
- Inform the client of any material information about the property or transaction received by the broker;
- Answer the client's questions and present any offer to or counter-offer from the client; and
- Treat all parties to a real estate transaction honestly and fairly.

A LICENSE HOLDER CAN REPRESENT A PARTY IN A REAL ESTATE TRANSACTION:

AS AGENT FOR OWNER (SELLER/LANDLORD): The broker becomes the property owner's agent through an agreement with the owner, usually in a written listing to sell or property management agreement. An owner's agent must perform the broker's minimum duties above and must inform the owner of any material information about the property or transaction known by the agent, including information disclosed to the agent or subagent by the buyer or buyer's agent.

AS AGENT FOR BUYER/TENANT: The broker becomes the buyer/tenant's agent by agreeing to represent the buyer, usually through a written representation agreement. A buyer's agent must perform the broker's minimum duties above and must inform the buyer of any material information about the property or transaction known by the agent, including information disclosed to the agent by the seller or seller's agent.

AS AGENT FOR BOTH - INTERMEDIARY: To act as an intermediary between the parties the broker must first obtain the written agreement of *each party* to the transaction. The written agreement must state who will pay the broker and, in conspicuous bold or underlined print, set forth the broker's obligations as an intermediary. A broker who acts as an intermediary:

- Must treat all parties to the transaction impartially and fairly;
- May, with the parties' written consent, appoint a different license holder associated with the broker to each party (owner and buyer) to communicate with, provide opinions and advice to, and carry out the instructions of each party to the transaction.
- Must not, unless specifically authorized in writing to do so by the party, disclose:
 - that the owner will accept a price less than the written asking price;
 - that the buyer/tenant will pay a price greater than the price submitted in a written offer; and
 - any confidential information or any other information that a party specifically instructs the broker in writing not to disclose, unless required to do so by law.

AS SUBAGENT: A license holder acts as a subagent when aiding a buyer in a transaction without an agreement to represent the buyer. A subagent can assist the buyer but does not represent the buyer and must place the interests of the owner first.

TO AVOID DISPUTES, ALL AGREEMENTS BETWEEN YOU AND A BROKER SHOULD BE IN WRITING AND CLEARLY ESTABLISH:

- The broker's duties and responsibilities to you, and your obligations under the representation agreement.
- Who will pay the broker for services provided to you, when payment will be made and how the payment will be calculated.

LICENSE HOLDER CONTACT INFORMATION: This notice is being provided for information purposes. It does not create an obligation for you to use the broker's services. Please acknowledge receipt of this notice below and retain a copy for your records.

<u>Margarita Gozlan Derjavetz</u>	<u>0579999</u>	<u>Rita@EBGTexas.com</u>	<u>4692869200</u>
Licensed Broker /Broker Firm Name or Primary Assumed Business Name	License No.	Email	Phone
<u>Designated Broker of Firm</u>	<u>License No.</u>	<u>Email</u>	<u>Phone</u>
<u>Licensed Supervisor of Sales Agent/ Associate</u>	<u>License No.</u>	<u>Email</u>	<u>Phone</u>
<u>Joseph Gozlan</u>	<u>0593483</u>	<u>Joseph@EBGTexas.com</u>	<u>4694436336</u>
Sales Agent/Associate's Name	License No.	Email	Phone