



ACQUISITION PROFILE – BUYER 7214 OHIO FAMILY-OWNED MANUFACTURER

A family owned business seeks to acquire well run businesses where an exit is appropriate but there is a strong desire to retain the culture and values unique to family-owned businesses. They want the acquired business to be a permanent part of the Organization.

ABOUT THE COMPANY

The Business began in the 1940's manufacturing fluid power devices. The product line has expanded and today is broad and well accepted. They are ISO-certified and produce the highest quality products that are sold nationally and internationally.

INVESTMENT CRITERIA

They are seeking to invest in non-union companies with the following characteristics:

- **BUSINESS MODEL**

Businesses with identifiable product lines are highly desired. They have substantial expertise in semi-automation of light manufacturing. Businesses with proprietary components or technology that is vested in the business which drives value will be given strong consideration.

- **LOCATION**

Within 100 miles of Cincinnati, OH, United States

- **SIZE**

Target Annual Revenue is less important than what the business does. Ideally, \$3-\$20 million is the range. EBITDA should be \$250,000 and up.

- **MANAGEMENT**

The Business has a wealth of Management talent available; however, it is important that the target company have a strong management team as well.

- **NOT WANTED**

Turn-around situations, service businesses, business with one or two dominant customers, and machine/job shops with nothing proprietary to offer.

If you know of a Business that could possibly fit the above profile or if you would like to discuss an opportunity, please contact John W. Zoellner, President.

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