

# Zoellner, Garten & Co.

644 Linn Street, Suite 634, Cincinnati, OH 45203-1738  
O-513-852-2400 F-513-852-2403 [www.zoellnergarten.com](http://www.zoellnergarten.com)

## Acquisition Opportunity

### Client 4168 Construction Equipment Sales, Service, Rental

**Description.** The Business provides sales, service, parts & rental of light dirt construction equipment and heavy-duty jobsite forklifts and telehandlers. Established nearly four decades ago, the Business represents a premier manufacturer of HD telehandlers, a leader in worldwide forklifts and innovative rotating telehandlers, and other well-known and desired brands.

**Opportunities.** There are opportunities to grow the current business as well as to introduce additional products and services.

**Financial.** Recent Annual Revenues have been \$1.5 to over \$1.7 million. EBITDA in two of the past three years was just over \$300,000 and \$350,000.

**Assets.** Inventory and Rental Assets comprise the major Asset categories.

**Facility.** The Business operates from a Company owned facility in Southwestern Ohio. The Sellers would prefer it be sold with the Business; a lease will be considered.

**Competition.** The Company is the only local Business offering its well-known and preferred brands; other dealers of other brands exist locally.

**Reason for Selling.** The owner wishes to retire, he is willing to stay for any reasonable transition period.

**Asking Price.** Contact us to discuss options.

**To Learn More:** If interested, please call us. Buyers must agree to the terms of our Confidentiality Agreement (CA) and submit a Buyer Profile. Please visit our web site to review the CA and complete the Buyer Profile.

Please contact us if you have any questions or need assistance.

Terry D. Wagner, Sr. Vice President

[twagner@zoellnergarten.com](mailto:twagner@zoellnergarten.com)

John W. Zoellner, President

[joellner@zoellnergarten.com](mailto:joellner@zoellnergarten.com)