

# Zoellner, Garten & Co.

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## Acquisition Opportunity

### Client 2096 Foundry

**Description.** The Business has casting capabilities and processes that few foundries have. They specialize in producing Aluminum and Bronze sand castings. They primarily focus on producing large Air Set Aluminum castings up to 10 feet cubed and weigh up to 6,500 pounds. Size and complexity of castings attract and retain customers. They have many processes in house that other competitors must outsource such as NDT – X-Ray and LPI, Heat Treat, and a fully calibrated Lab. They can produce from one or a few pieces to a very large number of parts. Customers include Aerospace, Military/Defense, Automation, and OEM customers. They have certifications including AS9100 and ISO9001. They have talented and capable management in place and are rarely late on deliveries and low internal issues.

**Opportunities.** The US Economy is doing well and growing. The Business serves the type of customers that need the castings and fabricated components that they make. There are a number of quotes that portend continued growth.

**Competition.** There are ONLY a few foundries that can do what this business can do – due to the capabilities of the Business.

**Financial.** Annual Revenues in 2018 were \$4.2 million. EBITDA per the 2018 Tax Return was over \$1 Million. Backlog is typically \$750,000 to \$1 million.

**Owner/Management.** The Owner is active in the Business and should be replaced. He has in place day-to-day highly qualified management to run the Business.

**Production Assets.** Some pieces of equipment are very new, others older, but all are in good shape and used daily.

**Facility.** The facility is located in Southwestern Ohio. It is currently being leased from a party related to the Owner of the Business. Moving the Business would be costly and for a lot of reasons not feasible.

**Asking Price.** Contact us to discuss Pricing, Structure, and options.

**Timing.** The Owners have given us the mandate to find a buyer and to achieve a Closing as soon as possible.

**TO LEARN MORE – 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. We can also send them via E-mail.**

**Please contact me if you have any questions or need assistance.  
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