

Zoellner, Garten & Co.

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Acquisition Opportunity – Client 2098 Metal Fabricator – Gates, Fencing, Railings & More

Description. The Business designs, fabricates, installs, and services custom gates, fencing and railings. Their products are practical, functional, and stylish and are designed to enhance any property. The company is located in the Greater Cincinnati area and has been providing quality service and products for over six decades. Their production process is unique and leverages old world techniques in conjunction with current technology.

Niche. They have a large set of standard designs and layouts and are outfitted to be able to design almost anything. They fabricate, install and warrant their work. Repeat and referral business are the primary sources of revenue.

Opportunity. There is room to grow in the current facility.

Financial. Annual Sales are over \$900,000. The Company is profitable. Earnings Before Interest, Taxes, Depreciation & Amortization (plus Owner Compensation) has been roughly 25% of Sales the past two years. Sales in 2020 are estimated to be on track or a bit higher than the two prior years.

Management; Personnel. The two owners are active in the Business. They are available for any reasonable transition period. One would stay after a sale if wanted by a buyer. A small, talented group of employees fabricate and install.

Equipment. They have saws, welders, metal fab and other items and fixtures designed and built by the Company for their specific needs.

Facility. The facility is adequate albeit older. It is owned in another entity by the Owners of the Business. They prefer to sell with the Business; they would consider a lease.

Competition. There are a number of businesses that provide similar products. They do fabricate for other businesses.

Reason for Sale. One of the Owners will relocate to another city. The other would stay after a sale and has other opportunities if not wanted by a buyer.

Asking Price. Please contact us to discuss an Asking Price and Terms.

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.

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