

# Zoellner, Garten & Co.

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## Acquisition Opportunity – Client 1054 Heavy Equipment Parts Distributor

**Description.** The Company has possibly the largest availability of new surplus parts, rebuilt parts, good used and aftermarket parts, remanufactured parts, parts for equipment used in construction, mining, excavating, trash, scrap and forestry industries. They supply aftermarket / OEM original parts for Cat, Deere, Komatsu, Case, Cummins, Terex, Volvo, Kobelco, Hitachi, Daewoo, Dynapac, and many others.

**Niche.** The Company has hundreds of thousands of part numbers available. If you need a part, they either have it or will get it. With their resources, they save their customers money.

**Opportunity.** The Owner has done very little marketing or direct selling to make new customers aware of what the Business offers. There are a lot of options to grow the Business.

**Financial.** Annual Revenues have ranged from less than \$1 million (2020 Covid affects) to over \$1.6 million. Annual Revenues for the Nine Months ending 9/30/21 exceed Revenues in 2020. Gross Profit in 2020 was 20%. Overhead is low. EBITDA for the past three years has averaged just under \$225,000.

**Personnel.** The Owner manages the Business. He has not wanted to add employees.

**Personal Property Assets.** As this is a distributorship, Assets are minimal

**Facility.** The Business currently operates from a small facility. Some parts Inventory is on hand but most items are sourced and shipped. Location can be anywhere.

**Competition.** OEM's and others compete but most do not have the extensive parts availability.

**What's for Sale.** The important Assets are intangible – Name, phone numbers, Web Site, customer lists, parts number lists, sources of parts both domestic and foreign, and relationships with their suppliers are what is being offered. The Owner will be involved during any reasonable transition period and will be accessible to help and assist in the following years.

**Reason for Sale.** The Owner has some personal goals he wants to focus on.

**Asking Price.** The Asking Price is \$675,000. This is roughly three times average EBITDA for the past three years.

**To Learn More:** If interested, please contact 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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