

Zoellner, Garten & Co.

644 Linn Street, Suite 634, Cincinnati, OH 45203-1738

O-513-852-2404 F-513-586-1115 www.zoellnergarten.com

Acquisition Opportunity – Client 2098

Metal Fabricator – Gates, Fencing, Railings & More

NOTE – ALL CONTACT MUST BE THROUGH ZOELLNER GARTEN & COMPANY

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 / Northern Kentucky 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 \$1,000,000. The Company is profitable. Earnings Before Interest, Taxes, Depreciation & Amortization (plus Owner Compensation) has been over 20% of Sales the past two years. They have a 10 to 14 week backlog at most times.

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; a lease would be considered.

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 will stay after a sale or leave if not wanted/needed by a buyer.

Asking Price. It's offered as an Asset Sale. Please contact us to discuss an Asking Price and Terms. Financing is available for a qualified buyer.

To Learn More: If you or someone you know could be 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 Buyer Profile.

Morgan Vaive, Vice President morgan.vaive@zoellnergarten.com Cell: 859-957-9657

John W. Zoellner, President jzoellner@zoellnergarten.com Cell: 513-382-3797