

# Zoellner, Garten & Co.

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## Acquisition Opportunity – Client 2114 Special Machine Builder

NOTE – ALL CONTACT MUST BE THROUGH ZOELLNER GARTEN & COMPANY

**Description.** Since the mid 1950's this Southwestern Ohio company has produced a line of machines to automate the manufacturing process of line of products. They sell the machines and repair parts for those products. In addition, they produce a unique, inexpensive, device that is used to monitor the flow of coolant in pipelines.

**Niche.** They are one of only a few domestic manufacturers of this line of products. The parts business is steady. The flow monitoring device is special and has a very large gross margin. The sales effort could be improved.

**Opportunity.** The base is there – it needs to be promoted.

**Financial.** Annual revenues have been in the \$1.5 million range. Roughly one third of revenues are parts and tooling and roughly one third the flow device. Gross profit overall has been in the 40% range.

**Personnel.** There are 10 full-time and 3 part-time employees.

**Equipment.** The production machines are in good condition, a combination of newer and older. The typical "run" is a small number so high volume is not needed.

**Facility.** The 36,000 sq. ft. facility is owned by the company. It is available for purchase or lease, or the business could be relocated.

**Competition.** The major competitors for the machines the past few years are foreign manufacturers – mainly China. There really is no competition for the flow monitor.

**Reason for Sale.** The patriarch of the business recently passed. His family has been active in the business and are ready to sell and retire. Transition assistance for any reasonable time period is available.

**Ideal Buyer.** The product line could be integrated into a business currently manufacturing machines. An individual buyer could purchase and grow it.

**Asking Price.** It's an Asset Sale. Please contact us to discuss.

**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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