

# Zoellner, Garten & Co.

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## Acquisition Opportunity – Client 4206 Engineering Design & Sales

### ***NOTE – ALL CONTACT MUST BE THROUGH ZOELLNER GARTEN & COMPANY***

**Description.** With over four decades of engineering experience, the Company provides high quality products to serve the needs of their customers. They listen, design, and deliver the best products to cover a wide variety of industrial applications in the power generation, petro-chemical, chemical, utilities, select manufacturers, and others. ***Many applications involve Heat Exchangers.*** The Company for the most part sells to US-based companies. Product installation is literally around the world.

***A huge plus – their solutions / products are sold under their Corporate name, which leads to repeat Business.***

**Niche.** The Company deals with various manufacturers so their “Custom Design Solutions” are specific for the needs of the customer, unlike dealing with one manufacturer.

**Opportunity.** The Company needs revitalization. The web site needs to be updated and there is a need for more sales effort. A number of other products could be sold to their customers.

**Financial.** 2022 annual revenues were over \$4 million. The backlog is strong.

**Personnel.** There is a small staff – all that is needed. Key employees are engineers; some engineering is outsourced. Products are manufactured and installed by their select group of manufacturers.

**Personal Property Assets.** The only Assets are typical office assets and computers.

**Facility.** The business operates from an office condo. It could operate from anywhere.

**Competition.** Competition consists of manufacturers that sell ONLY their products and do not have the solutions customers require.

**Reason for Sale.** The owner will retire after any reasonable transition period.

**Asking Price.** Please contact us to discuss.

**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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