

Zoellner, Garten & Co.

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Acquisition Opportunity – Client 4204 Lift/Elevator Products for the Home

NOTE – ALL CONTACT MUST BE THROUGH ZOELLNER GARTEN & COMPANY

Description. The Company serves Cincinnati, Dayton, Columbus, Louisville, Lexington, and Indianapolis. The Company provides the complete process of selling, installing, and servicing elevators and lifts, both residential and commercial.

A primary goal is ensuring customer service exceeds expectations and that the process from beginning to end is handled professionally, adhering to all safety codes and permit requirements.

Niche. The Company has agreements with vendors that are considered the best in the industry. They have a Medicaid Provider Waiver license and are one of very few businesses that are able to provide products and services that require it.

Opportunity. The business has been around for decades, is well branded, and a turnkey business opportunity. It would be a great add-on for another elevator company looking for instant expansion or for a DME company looking to offer more accessibility equipment.

Financial. Annual Revenues have been just over \$3 million the past two years and Profitable.

Management; Personnel. The Owner has decades of experience in the industry. He is available for a reasonable transition period and in a Sales capacity if desired by a buyer. Their Licensed Technicians are factory trained – they do the installation right and offer a warranty. Company has a perfect safety record.

Equipment. Everything is in place to install their products.

Competition. There are only two local competitors whose product line is similar. The Company has exclusivity with certain products and territories. Recurring referrals come from longstanding relationships with custom builders, architects, as well as Agencies.

Facility. The Company operates from a leased facility in Greater Cincinnati.

Reason for Sale. There is no legacy to pass the business on to. The Owner is ready to move away from ownership and enjoy time with family, but wants to continue selling for the new Owner.

Asking Price. Please contact us to discuss transaction structure and price.

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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