

FOR SALE: Fabrication of Precision Machine Parts: 100% B2B

Established 30+ years with service throughout the Midwest!

Financial Overview

List Price: **\$1,350,000**

Gross Sales

2023	2022	2021
\$1,146,849	\$1,098,265	\$856,493

Cash Flow

2023	2022	2021
\$366,333	\$364,402	\$207,428

- **Profit Margin:** 32%

Valuation: 2023 Cash Flow x Multiple = Valuation
 \$366,333 x 3.65 = \$1,337,115

Assets Included in Purchase: \$402,760

Machinery: \$356,408

Equipment: \$46,352

Working Capital: \$79,497

- **A/R:** \$119,497 – **AP:** \$40,000

Work in Progress: \$219,601

Business Information

Services: Fabrication and manufacturing of custom precision parts for machines. Parts are made of steel, plastic and other metals

Service Area: Midwest

Clients: All corporate clients – Distribution Centers, Manufacturing Facilities, and Fabrication Shops

Year Established: 1992

Owners' Responsibilities: Active in the business – responsible for administrative duties (i.e. AR, AP, Inventory monitoring/ordering, Payroll, client relations, and sales). No physical labor

Reason for Selling: Retirement

Seller Training Period: 1 year

Personnel: 4 Full Time Machine Techs

Lease: Spacious 3,440 square foot facility with 2 bays and an office space

Growth Opportunities: Implement a marketing strategy and hire an additional machine tech

Location: Omaha, Nebraska

This business does not carry any special designations such as MBE, WBE, 8a etc..

Funding Example

Purchase Price: **\$1,350,000**

10% Buyer Down Payment	\$135,000
10% Seller Financing	\$135,000
80% Bank Loan	\$1,080,000

A 10% down payment of \$135,000 returns \$171,960 in the first year after debt payments!

Description

The company was founded in 1992 and is located in Omaha, Nebraska, with a service area throughout the Midwest. This business fabricates precision parts for large machines used by large manufacturers. The client base is 100% B2B, made up of distribution centers, manufacturing facilities, and fabrication shops. The company works with various materials such as steel, plastic, and other metals to create these custom parts, each order is tailored to meet the specific requirements of the client, ensuring that the parts produced are a perfect fit for their intended application. There are four full-time machine technicians who are responsible for the production of custom precision parts. The facility is a spacious 3,440 square foot building that includes two bays for manufacturing operations and an office space for administrative tasks. The owners are responsible for administrative duties and have offered to stay on 1 year for a smooth transition before they enter retirement! They do not perform any labor. The purchase of this business comes with over \$400,000 in assets, along with \$119,497 in account receivable and a work in progress valued at \$219,601.

Priced at **\$1,350,000**, a 10% down payment of \$135,000 returns \$171,960 in the first year after debt payments! That is a 127% return on investment! As part of the growth opportunities for the business, implementing a marketing strategy would help increase brand awareness and attract new clients. Additionally, hiring an additional machine technician would allow for increased production capacity and faster turnaround times. This business does not carry any special designations such as MBE, WBE, 8a etc..

- CONFIDENTIAL -

Last Revised: BV 1.17.2024