

BUSINESS OFFERING SUMMARY



John Naayers, President

Industrial Maintenance and Fabrication Business – Central Ohio

Business Overview

This well-established industrial maintenance company operates as a comprehensive solution provider for manufacturing and industrial facilities throughout the Columbus area. It specializes in preventive maintenance programs, emergency repair services, and specialized industrial construction projects, serving as a single-source vendor for an established base of major commercial clients.

Core service offerings include machinery and equipment maintenance, facility maintenance solutions, rigging and equipment relocation, custom fabrication services, and installation projects. It has developed particular expertise in machinery guarding systems, industrial platform construction, and mezzanine fabrication and installation services.

Its business model centers on recurring preventative maintenance contracts supplemented by project based work averaging one week in duration. Projects are typically executed on a time and materials basis, providing predictable revenue streams while maintaining pricing flexibility and ensured profitability. Its established relationships and recognized industrial customers in the region demonstrate strong market positioning and customer retention.

Operational strengths include comprehensive service capabilities that eliminate the need for customers to manage multiple vendors, established protocols for both scheduled maintenance and emergency response services, and proven project management capabilities for complex industrial installations. It serves major commercial and industrial accounts, indicating strong credit worthiness and payment reliability among its customer base.

This turnkey operation represents an opportunity to acquire a profitable industrial service business with well-established customer relationships, proven service delivery systems, and a diversified revenue model spanning both maintenance contracts and project work in the stable Columbus industrial market.

Performance

Annual Gross Revenue well exceeds \$1.5M and adj. EBITDA/SDE exceeds \$250,000.

Why A Great Opportunity – Attractive Features

- ❖ Turnkey operation with long term well recognized customer base
- ❖ Great growth potential for a Buyer that desires to expand
- ❖ Approximately \$300,000 of vehicles, trailers, equipment and tools, etc. included

Key Points

- ❖ Established in 2018
- ❖ Employees currently at 9; always a minimum of 4; 2 non-union and the remainder out of millwright union hall – allows business to ramp up and down as needed with competent and trained personnel

Reason For Selling

Owner recognizes he is better equipped to start up a business than scale a business. He would like to see a more qualified and experienced business person take this business to the next level while he already has his next business ready to launch.

Asking Price

\$800,000

If you have an interest in further exploring this opportunity, please contact me by phone or email. The signing of a Confidentiality Agreement will be required to receive the Confidential Information Memorandum.