



# BUSINESS OFFERING SUMMARY

## **Metal Finishing Business**

John Naayers, President

**Business Description / Services / Footprint / History:** Company is in the metal finishing business providing a reliable source for grinding, deburring, blast finishing and peening. Company began in 1977 with a single customer and one machine and now serves long term and loyal customers in Ohio, Michigan, Indiana, and Wisconsin out of its Northwest Ohio facility. Company is certified ISO 9001/2008 and scheduled for ISO 9001/2015 Audit.

### **Financial Performance:**

	<u>2017</u>	<u>2016</u>	<u>2015</u>
Sales Revenues	665,104	615,556	668,058
Normalized EBITDA	133,373	81,865	127,810
Seller Discretionary Earnings (SDE)*	140,425	108,532	133,518

\*SDE is Net + Officer Compensation + Interest (Tax Returns)

### **Why a Great Opportunity – Major Attributes:**

- Well established long term and loyal customer base
- Consistent annual sales revenues approaching \$700k
- Nice EBITDA of \$133,373
- Equipment/Machinery appraised at over \$700k
- ISO Certified
- No inside or outside sales reps – Marketing efforts should expand customer base
- Turnkey operation with experienced staff
- Owner willing to transition/consult

**Reason For Selling:** Owner desires to retire.

### **Asking Price:**

**\$595,000** for Business  
**\$375,000** for Building

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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 before the identity or Selling Memorandum will be released.