

# Opportunity

## BN000043191 – Industry-Leading Scrap Metal Processor with Equipment for Significant Growth

Location: Midwestern United States



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The company is a scrap metal recycling facility with 35 years of experience buying, trading, and selling many types of metal. The company offers a full suite of services for customers from retail and industrial businesses to traders and sellers of scrap metal.

**\$3,500,000**

The company has one divisions for sale: a metals division . The company has a second and third division, the platinum metals division and the plastics division, which are not for sale.

### Key Aspects

- Strong attention to detail and strategic capital investments enable the company to continue to expand
- Top-quality equipment that is nearly all new or newly-rebuilt
- Experienced, capable leadership team with 25+ combined years of scrap metal experience
- Strategic location provides preferable wage market, limited competition, and access to many ferrous and non-ferrous consumers
- Holds a list of over 7,000 unique suppliers

### Key Indicators

Period Ending	Revenue Source	Revenue '000	Gross Profit '000	Adj. EBITDA '000
12/31/2019	Internal	\$4,393	\$916	\$181
12/31/2020	Internal	\$4,337	\$1,365	\$440
12/31/2021	Internal	\$13,395	\$2,688	\$1,223
12/31/2022	Internal	\$9,888	\$1,321	(\$368)

In order that we may obtain our client's permission to release the Information Memorandum, please contact:

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### Opportunities

- Expand and grow non-ferrous wholesale business through consolidation and additional material processing
- Add rail service to access stronger markets outside the region
- Reduce freight costs by adding additional truck drivers to the team limiting the amount of freight costs outsourced
- Partner with local manufacturing company to vertically integrate the business

### Headquartered

- Midwestern United States

### Current Markets

- Purchasers, traders, and sellers of scrap metal and recycled plastics.

### Real Estate

- The company operates from a 70,000 square foot facility leased from an affiliated entity with an additional 5.4 acres of property. There is room to grow in the current location, which is about 70% occupied. The real estate is expected to be included with the sale of the business.