

# Opportunity

## BN000039837 – Heavy Equipment Repair, Rebuild, Welding, and Parts Fabrication Services

Location: Southeastern US



The company provides repair and rebuild services for heavy equipment and industrial products including mechanical, welding, machining, fabrication, maintenance, and accessory sales.

## Bids Invited

### Key Aspects

- Revenue and gross profit (GP) grew at a compound annual growth rate (CAGR) of 14.1% and 11.6%, respectively, from 2018 to 2021
- GP margins averaged 42.8% from 2018 to 2021
- Acquired a machine and fabrication company that operates as an internal division and services external clientele
- Specialized structural welding capabilities with multiple certifications on various metals
- Owns and operates multiple machine mills, lathes, and computer numerical control (CNC) machinery
- Outstanding reputation of 35 years built on honesty, integrity, and service

### Key Indicators

Period Ending	Revenue Source	Revenue '000	Gross Profit '000	Adj. EBITDA* '000
12/31/2018	Consolidated	\$3,240	\$1,451	\$591
12/31/2019	Consolidated	\$3,900	\$1,768	\$719
12/31/2020	Consolidated	\$4,378	\$1,710	\$526
12/31/2021	Consolidated	\$4,816	\$2,017	\$722

\* Earnings before interest, tax, depreciation and amortization (non-cash items)

In order that we may obtain our client's permission to release the Information Memorandum, please register your interest by completing the Non-Disclosure Agreement (including the Acquisition Profile) and return to:

**William Sullivan**  
[wsullivan@benchmarkintl.com](mailto:wsullivan@benchmarkintl.com)

The above information is designed to enable recipients to make a decision whether to investigate the opportunity further. It is not intended to form the basis of an acquisition decision. The information has not been independently verified by Benchmark International who do not give any representation or warranty as to its accuracy. To receive full details on this business, please contact Benchmark International either by email, post or fax to addresses or number given below. Benchmark International is a sell-side only broker that has been engaged by this business and its owners on a sole and exclusive basis and as such, in the event of a sale, will be entitled to fees solely from the business and its owners. Benchmark International does not seek or accept fees from acquirers.

Benchmark International | 4030 West Boy Scout Blvd | Suite 500 | Tampa | FL | 33607 | T: 1 813 898 2350 | F: 1 813 280 9871

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### Opportunities

- Expand hydraulic cylinder work to include machining and fabrication
- Add mobile line bore services to expand market share
- Develop more manufacturer connections to establish additional regional service hubs
- Promote mechanical service call work with additional service trucks
- Increase CNC and construction bidding to increase general welding services and multiply sales
- Expand operations to other geographic locations
- Increase sandblast, paint, finish, and corrosion control services

### Headquartered

- Southeastern US

### Current Markets

- The company serves the construction, contractor, crane operator, heavy equipment rentals, agricultural, theme park, pipe & vessel, general fabrication, and production plant industries. The company is also a designated service provider for a manufacturer's equipment, and looking to develop more of these connections with manufacturers.

### Real Estate

- The company operates from three machine, weld, and mechanic shops totaling 24,800 sq. ft. There is additional shop space totaling 5,800 sq. ft., along with a 12,000 sq. ft. vacant parking lot. All spaces are leased from a related entity and are expected to be included in the sale.

### Shareholder Objectives

- The company is a family-owned business composed of three shareholders. Management is willing to remain with the company under new ownership for a suitable transition period.

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