

# Opportunity

## BN000035572 – Engineering and Manufacturing Firm Specializing in the Ceramic Industry

Location: Midwest United States



The company designs and builds custom material handling equipment for a market niche of the ceramic industry. In addition, it provides custom design, machining and metal fabrication services to other industries.

## Bids Invited

### Key Aspects

- In operation for over 80 years
- Name recognition with superior industry reputation
- Experienced management team with dependable staff in place
- Rugged, high-quality and well-designed products
- Established client base throughout the world

### Key Indicators

Period Ending	Revenue Source	Revenue '000	Gross Profit '000	Adj. EBITDA* '000
12/31/2018	Internal	\$5,881	\$1,996	\$750
12/31/2019	Internal	\$7,294	\$2,571	\$1,424
12/31/2020	Internal	\$5,202	\$1,898	\$750
12/31/2021	Internal	\$7,624	\$2,374	\$907

\* 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:

**Tyrus O'Neill**  
**oneill@benchmarkintl.com**  
**615-924-8950**

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 | 3100 West End Avenue | Suite 150 | Nashville | Tennessee | 37203 | T: 1 615 924 8950 | F: 1 813 280 9871

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**BENCHMARK**  
INTERNATIONAL

## Opportunities

- Increase focus on sales and marketing to reach new customers
- Capture additional market share within existing customer base
- Create new and innovative products
- Increase presence in international setting
- Utilize manufacturing capabilities to serve new customers

## Headquartered

- Midwest United States

## Current Markets

- Ceramic industry, specialty metal fabrication, machine design, automation, construction and manufacturing.

## Real Estate

- The company operates from three facilities at the same location. Two of the facilities are company owned and listed under the same address. The company owned property includes a manufacturing facility that is 35,000 square feet with a separate 3,000 square foot office building. Also located on the premises is a 15,000 square foot machine shop and storage building that is owned by a related party. There is room to expand within the current facilities.

## Shareholder Objectives

- The company owners are all in agreement with the proposed sale of the company.

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