

# Opportunity

## BM006339 – Metal Material Handling Equipment Manufacturer

Location: Southeast US



The company is a metal fabricator providing custom-made material handling equipment for the automotive, food and retail industries. Specifically, the company produces racks, bins, carts, dollies and similar products to be used for transport and storage from steel, aluminum, magnesium, and stainless material built to customer specifications.

## Bids Invited

### Key Aspects

- High amounts of recurring revenue
- Operating history spans nearly four decades
- Rapidly increasing demand
- Wide variety of customizable product offerings
- Extensive customer base of over 200 customers
- Increasing contract sizes with well-known buyers
- Wide range of fabrication experience

### Key Indicators

Period Ending	Revenue Source	Revenue '000	Gross Profit '000	Adj. EBITDA* '000
12/31/2018	Compiled	\$7,191	\$2,656	\$1,033
12/31/2019	Compiled	\$5,490	\$2,296	\$512
12/31/2020	Compiled	\$3,866	\$1,156	(\$223)
12/31/2021	Compiled	\$6,722	\$2,539	\$1,185

\* 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.

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### Opportunities

- Increase work force to keep up with current demand
- Expand the O.E.M product line
- Increase operational capacity to handle greater volume
- Invest in equipment to increase production

### Headquartered

- Southeast

### Current Markets

- The company serves businesses with needs in distribution and transportation. Specific industries include automotive, food, and retail located throughout the US and Canada.

### Real Estate

- The company operates within a 13-acre campus, approximately 100,000 sq. ft. In 2014, the company rebuilt the office space and welding floor. In total, the compound includes four large facilities used for machining, powder coating, warehousing & Assembly, welding, and offices. There is also a small maintenance building on the property. Real estate is owned by an affiliate company, which is included in the sale.

### Shareholder Objectives

- Company ownership is shared between four shareholders. One of the owners is looking to de-risk and begin moving towards retirement and is open to remaining with the company through a transition period. The other three owners are willing to remain with the company under new ownership.

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