

Opportunity

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

Location: Southeastern US



BENCHMARK
INTERNATIONAL

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 13.9% and 9.3%, respectively, from 2019 to 2022
- GP margins averaged 41.6% from 2019 to 2022
- Acquired two machine and fabrication companies, one in 2019 and another in 2023, that operate as an internal division and service 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
12/31/2019	Consolidated	\$3,900	\$1,768	\$719
12/31/2020	Consolidated	\$4,378	\$1,710	\$526
12/31/2021	Consolidated	\$4,816	\$2,017	\$722
12/31/2022	Consolidated	\$5,768	\$2,306	\$788

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

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

Benchmark International is the trading name of Benchmark International Company Sales Specialist, LLC

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Opportunities

- Increase & expand CNC production runs for manufacturing capabilities
- 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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