

Zoellner, Garten & Co.

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Acquisition Opportunity - Client 2068 Machine Control Products

Business Description: This Company designs, manufactures and services a complete line of motion control products.

Operational Strengths: They are one of a very few companies that design and build controls for the unique needs of their customers. They provide the best solutions for customers from supplying components only, to a fully integrated control installation at the customer site.

Facility: The Business operates from a 10,000 square foot stand-alone building. It is a very nice facility that is owned by a related Company. The Real Estate is available for lease, for sale, or the Business could be moved if desired by a buyer.

Reason for Sale: The Owner has other interests and is divesting of some entities as he reaches retirement.

Opportunity: The Company has not done an extensive job marketing their expertise. Many customers and orders come from referrals – a good thing – that could/should be supplemented with a more active Marketing Program and Sales force. They have also done little to sell their products; this could be another good opportunity.

The Transaction: Inventory and Fixed Assets are for sale, along with customer lists and files, phone numbers and other Goodwill of the Business.

Asking Price: The Asking Price is \$400,000 for Fixed Assets & Intellectual Property plus Inventory – Components, Parts & Work In Process, less pre-payments.

Financial Information:

Financial Summary

	<u>2014</u>	<u>2015</u>	Preliminary <u>2016</u>
Revenue	\$2.2 million	\$1.9 million	\$2.2 million
Adjusted EBITDA	\$228,000	\$171,000	\$55,000

Other Highlights

Location	Financials	Management Team in Place	Years in Business	SIC Classification
Midwest	Internal Division	Yes	35	3625

January 2017