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Acquisition Opportunity

Industrial Coatings – Client 2080

Business Description: The Company formulates and applies thermal spray coatings for industrial applications. Their expertise is that they evaluate the need, design solutions, and create processes to solve demanding industrial applications. The focus is to maximize performance, reproducibility, and quality. Solutions are tailored to specific requirements.

Niche: The Company has processes and procedures that are somewhat unique and thus have been able to provide solutions for their customers. Their coatings do what they are required to do, in most cases much better than competitive products, and in part because of the application processes that they have developed.

Opportunity: In addition to continuing the applications with current customers, the Company has developed a new coating that is undergoing testing. Test results are positive, and should it be approved, the potential is huge, both in Revenues and Gross Profit. If volume is as significant as it appears it can be, additional coating equipment will be required; the cost has been estimated but only generally.

Financial Information: 2016 Revenues were just under \$1.6 million.

Facility: The office with manufacturing is owned by and leased from a related entity. It is preferred that this facility be sold along with the Business; a lease will be considered. The Company also leases additional space not far from the office.

Reason for Selling: The Owner is in his 70's and is ready to transition the Business.

What's for Sale: Inventory, Personal Property Assets, Name, Phone Numbers, Customer Lists and information and other Goodwill are for sale. The Owner prefers to sell the Real Estate; a lease will be considered.

Asking Price: The Asking Price is \$600,000 for Inventory, Personal Property Assets and Goodwill of the Business. It is likely that a Royalty or similar arrangement based on the new coating could be incorporated into a transaction.

If interested, please contact us for more information.

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