



ACQ. PROFILE – CLIENT 7212 – CUSTOM EQUIPMENT MANUFACTURER

We have been retained by a leading custom equipment manufacturer (the Client) to assist them in acquiring a U.S. manufacturer of highly engineered industrial equipment.

ABOUT THE CLIENT

The Client is an ISO-certified, private U.S. company that custom designs, manufactures and supports hydraulic presses for special applications. With a history of over 100 years, the company has partnered with stakeholders in over 80 countries worldwide, to provide products with superior value and superior service that improve customers' productivity and reduce their overall production costs. The company's corporate office and manufacturing facility in Ohio encompass over 225,000 square feet.

INVESTMENT CRITERIA

The Client is seeking to invest in non-union companies with the following characteristics:

- **BUSINESS MODEL**

A custom machinery or equipment manufacturer with a proprietary product that serves multiple industries including, but not limited to: rubber, composite, aerospace, lamination, oilseed processing, alternative energy

Average product or total equipment system price in the \$200,000 to \$500,000 range

- **LOCATION**

United States, preferably in the Midwest

- **SIZE**

Target annual revenue \$5-10m with the ability to go higher under the right circumstances, cash flow positive and no distress

Not interested in job shops or companies producing high volume items.

- **MANAGEMENT**

It is important that the target company have a strong management team to manage day-to-day operations.

If you know of a Business that could possibly fit the above profile or if you would like to discuss an opportunity, please contact Jim Sachs, Senior Vice President.

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