

FOR SALE: Producer of Large Pre-Fabricated Metal Structures for Commercial Purposes

Regional Sales Managers Serving B2B Clients across the Midwest!

Financial Overview

List Price: **\$2,700,000**

Gross Sales:

2023
\$4,050,971

Cash Flow:

3-Year Avg. (21-23)	2023
\$663,392	\$686,118

Funding Example

Purchase Price: **\$2,700,000**

15% Buyer Down Payment	\$405,000
10% Seller Financing or Equity	\$270,000
75% Bank Loan	\$2,025,000

Assets Included in Purchase: \$1,745,820

Equipment: \$1,130,633 – Full asset list by divisions of: Lifting, burning, machinery, paint, welding

Raw Material: \$261,186

WIP - Inventory: \$96,857

AR: \$217,254

Sales Pipeline: \$3,428,844

Business Information

Services: Manufactures pre-engineered metal buildings for multiple end uses, also fabricates components and parts for metal structures

They do not build or install any structures. They do not haul or truck any product; everything is shipped using a 3rd party

Product Type: Cold formed steel structures, metal buildings, commercial self-storage units, parts and inventory components such as steel panels, framing, insulation, and fasteners

Product Mix: 65% Fabricating parts and inventory, 35% Manufacturing of steel structures

Clients: B2B: General contractors and business owners

Personnel: 24 on staff including 3 divisions: 5 on leadership, 4 in sales, and 15 in technical and labor. 1 COO, 1 VP of Engineering, 1 Accounting/ Office Manager, 1 Engineer, 1 Plant Manager, 2 District Sales Managers, 2 Customer Service Representatives, and 15 welders/ technicians/ shop labor

Facility: Spacious 36,000 sq ft manufacturing plant with office spaces

Reason for Selling: Retirement/ Age

Owner Role: The owner is semi passive. He approves orders, and provides general oversight.

Seller Training Period: 1 year

Location: Milwaukee, Wisconsin

Service Area: Nationwide with sales managers located in the Midwest

Year Established: 1995

Growth Opportunities: Source additional vendors. A buyer with a logistics background could bring shipping and hauling in house

This business does not hold specific designations such as MBE, DBE, WBE, or 8a

Description

This company specializes in manufacturing of pre-fabricated metal structures for various end uses and also manufacturers parts and inventory pieces for metal and steel buildings. They are located conveniently between Milwaukee and Madison, Wisconsin with a nationwide service area, and sales managers strategically placed throughout the Midwest. One of the key products offered is cold-formed steel buildings. These structures are known for their durability, strength, and versatility - they are designed to withstand harsh weather conditions and provide long-lasting performance. The company also offers a wide range of metal buildings suitable for different purposes such as commercial, industrial, agricultural, and self-storage units. In addition to complete buildings, they also fabricate various parts and building components which include steel panels, framing materials, insulation, and fasteners. They do not build or install any structures. They do not haul or truck any product; everything is shipped using a 3rd party. The B2B client base consists of general contractors, and business owners. The well-designed manufacturing facility spans over 36,000 square feet and is home to \$1.1 million of equipment and over \$300,000 of inventory. The company has a team of 19 dedicated individuals in various departments including a COO, two district managers, a VP of engineering who oversees the technical aspects of the projects, a CFO, two customer service representatives, plus there are 12 skilled laborers with various talents such as welding technicians and painters, who contribute to the manufacturing process. The owner is semi-passive, primarily involved in approving orders, billing, and providing general oversight. Reason for sale is planning their retirement.

Priced at **\$2,700,000**, this business comes with over \$200,000 in accounts receivable and generated \$686,118 in cash flow in 2023. The seller has offered to stay with the business, post-close, for 1 year in order to provide a smooth transition. Growth opportunities include sourcing additional vendors and bringing shipping in-house as they currently rely on 3rd party shipping.

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Last Revised: BV 1.23.2024

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