

## Strategic Buyer Seeks to Acquire Industrial Manufacturing Company

NEO Business Advisors has been retained to assist our client in the acquisition of well-established industrial manufacturing business(es) where an owner is looking to retire and wants the legacy of the business they have built to carry on, providing a stable future for the employees and customers. The client is industry agnostic with a focus on manufacturing companies where skilled labor is the key differentiator from competition and the business has a reputation for exceptional quality, lead time, and customer service located in Northeast Ohio within a 25 to 50 mile radius of Beachwood, Ohio.



### Acquisition Criteria

#### Target Company:

Seeking an industrial manufacturing company that is privately owned, established 20+ years, with consistent growth and profitability, an owner looking to retire, a diverse customer base, and long tenured employees.

#### Geographic Area of Interest:

Northeast Ohio within a maximum 50 miles radius of 44122, with primary focus within a 25 miles radius of 44122.

#### Employee Range:

10 - 25 Employees

#### Revenue Range:

\$1M - \$10M Revenue

#### Cash Flow Range:

Up to \$1M EBITDA

#### Valuation/Deal Structure:

Preference for 100% buyout transactions.

#### Automatic Disqualifiers:

Our client is generally not interested in unionized businesses or those designated as a minority-owned, woman-owned, veteran-owned, or disadvantaged business entity status if contracts and/or sales are conditional upon that status and is generally not interested in businesses tied to Green Energy Initiatives.

### About Our Client

Our client is an individual with a history of successful business ownership and management within the construction, project management, carpentry, and property management industries leading companies with as few as 2 employees and up to 85 employees. Our client is very family oriented and brings that into his leadership style, believing good people are key to the success of a business. With this, he is understanding of the personnel challenges faced by many small businesses and feels this is an area he can add value to build a team, create a culture, and grow the legacy of the business the owner has built.



### Contact Us

If you are interested in discussing a potential sale of your business or know a potentially interested party, please contact:

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