

FOR SALE: Well Equipped Plastic Injection Molder

Long-Established and Profitable Family-Owned Plastic Injection Molding Company

Asking Price:	\$ 2,750,000		
Ave. Revenue:	\$ 5,850,171		
Ave. SDE:	\$ 487,652		
FF&E:	\$ 650,000	Included?	Yes
Inventory:	\$ 1,050,000	Included?	Yes
Real Estate:	Leased for \$ 7,000/month		
Building Size:	25,000 SF		
Employees:	43		
Established:	1994		
Location:	Ohio		



Business Summary: NEO Business Advisors represents a long-established and profitable family-owned plastic injection molding business with a 30+ year history. The Company is well-equipped with 16 injection molding machine cells with fully automated robotic loading and unloading outfitted on 3 of the 16 cells beginning in 2024. The customer base is diverse, with only two customers over 10% of revenue each in 2023 and only one customer over 10% of revenue in 2022. The top end customers are long, stable relationships with 80% of revenue generated by the top 10 customers in 2023 and the top 13 customers in 2022. The Company enjoys over 95% repeat work serving existing customers with very little sales and marketing efforts. Customer end markets include infrastructure, automotive, equipment, tooling, electrical, medical, agriculture, janitorial, consumer products and other. The staff is long tenured with 43 employees running three shifts 24/5 Monday-Friday led by experienced team leads on each shift. The business is an excellent opportunity for an existing plastics manufacturing business to grow through acquisition of a business with an experienced team of employees, a stable customer base, and well-maintained equipment with a wide range of capabilities. The business was founded in 1994.

Financial Overview:

	2020	2021	2022	2023
Revenue	\$5,449,507	\$6,721,535	\$5,635,723	\$5,675,491
SDE	\$571,910	\$595,035	\$448,925	\$441,942
% Margin	10.49%	8.85%	7.97%	7.79%
Weighted Average SDE				\$487,652

Furniture, Fixtures, and Equipment (FF&E): FF&E of \$650,000 is included in the asking price and consists of 16 plastic injection molding machine lines in fully equipped work cells, 3 fully automatic robotic loading and unloading cells brought online in

2024 with the benefits to be seen by the buyer, a CNC mill for machining simple dies in house, a small machine shop to support in house tool and die repair and maintenance, a large tooling and die inventory, multiple tow motors, pallet racks, storage shelving units, other support equipment along with all office furniture, computer systems, software, and phone systems.

Inventory: Inventory of approximately \$1,050,000 is included in the asking price along with \$950,000 in Accounts Receivable and Other Current Assets and \$750,000 in Accounts Payable and Other Current Liabilities as part of a normal level of Working Capital of \$1,250,000. Final sale price to be adjusted up or down for actual amount of Working Capital at time of closing. Inventory consists of a combination of raw material and finished goods.

Real Estate: Real Estate is leased by the Company on a month-to-month lease for \$7,000/month. The building is approximately 25,000 SF of manufacturing, warehouse, and office space with multiple drive-in and dock doors.

Growth and Expansion: The owners have identified several opportunities for growth and expansion including increased sales and marketing efforts, continuing to implement automation and efficient improvements on the shop floor, improving human resources for find new employees and build out incentives and training programs with longer tenured staff, and a stronger management presence in the business. The Company is well situated for a strategic buyer with industry knowledge and resources to grow the business.

Reason for Selling: The owners are selling to plan for retirement and estate planning.

Support & Training: The owners are willing to stay on for a reasonable time after a sale to ensure a smooth transition of the business operations and relationships with mutually agreeable terms and compensation during the transition period.