



## EXECUTIVE SUMMARY

Client 776 is in the Middle Tennessee area, the "Company" was founded 50 + years ago and evolved into manufacturing-stamping parts for the past 20 years. With a 44,000 sq. ft. facility -20 presses up to 500 tons capacity primarily doing "stamping" manufacturing of aftermarket trailer parts for a steady set of customers who in turn sell them retail via store front or on the internet.

They provide high quality, reliable parts and materials for the transportation industries that are consistent with the customers' requirements and expectations.

They have 8 total employees. Each employee has several years of experience with the Company which has led to a very stable working group.

Revenues have remained steady over the past four years with sales ranging between \$1.2 million to \$1.4 million a year along with a consistent bottom line net profit.

The Company's owner has elected to sell the business due to some recent health issues and retire to enjoy time with family. The owner is willing to stay on and assist during a transition period with new ownership. The business is being offered for sale by CAPSTONE Business Advisors, LLC.

	<b>2015</b>	<b>2016</b>	<b>2017</b>	<b>2018*</b>
Revenue	\$ 1,470,210	\$ 1,312,744	\$ 1,250,472	\$ 405,383
Gross Profit	\$ 430,449	\$ 452,295	\$ 325,254	\$ 152,420
Gross Margin	29.28%	34.45%	26.01%	37.60%

\*Through March 31, 2018

### Opportunity

The company is an established performer in the industry and has plenty of opportunity for expanding its steady client base. These factors make it a very compelling acquisition opportunity when coupled with the dynamic and rapidly growing demand this type of manufacturing.

- History of stable margins and strong cash flow,
- Extensive repeat customer base,
- Established reputation for providing quality work, and
- Experienced tenured team of machining specialists.