

FOR SALE: B2B Cylinder Resurfacing & Repair for Flexography/ Packaging Industry

Repeat clientele with a 33% Profit Margin!

Financial Overview

List Price: **\$960,000**

Gross Sales

2022	2021	2020	2019
\$750,600	\$829,667	\$789,550	\$586,550

Cash Flow

2022	2021	2020	2019
\$191,328	\$356,204	\$310,888	\$144,505

- **High Profit Margin:** 33% (4-year Avg.)

Valuation: 4-year Avg. (19-22) Cash Flow x Multiple =
 Valuation
 \$250,731 x 3.8 = \$952,777

Business Information

Services: Thermal spraying, restoration, resurfacing, and repairs of Central Impression Cylinders.

Clients: Primarily B2B, emphasizing on print packers and large manufacturers.

Location: The company is an Arizona S Corporation; their billing is sent to Louisiana. The equipment is stored at three different locations in Indiana, Wisconsin, and Arizona.

Year Established: 2002

Auto: \$170,467

Equipment: \$132,458

Reason for Selling: Retirement planning.

Seller Training Period: 1-2 years.

Personnel: Repair manager, who has been with the business for 18 years.

Owners Role: Active ownership. Owner 1 handles some repairs, book keeping, AR and AP. Owner 2 maintains client relations, sales, data and some repairs

Funding Example

Purchase Price: **\$960,000**

10% Buyer Down Payment	\$96,000
15% Seller Financing	\$144,000
75% Bank Loan	\$720,000

This business comes with over \$300,000 in Equipment!

Description

This niche business serves the US and provides in-demand solutions to Central Impression (CI) Cylinder repair and resurfacing needs. Known for quality, solid reputation, and state of the art equipment. This company is an expert when it comes to CI cylinders and the main cylinder in the heart of a flexographic printing press. They specialize in the repair, restoration, and resurfacing of central impression CI cylinders using a thermal spray process. They also offer cylinder grinding, stripping, coating, and repolishing of the tool. The business offers emergency repair, with a response time of under 24 hours. These services are uniquely completed with the company's own thermal spray products which comply with FAA and aerospace standards. This business operates as a mobile service, utilizing trucks to transport the necessary equipment to the job site. The owned equipment is stored at three different locations, making transportation efficient.

This business has provided both owners with an excellent standard of living and as a new buyer, a 10% down payment of \$96,000 returns \$104,974 in the first year after debt payments! Priced at **\$960,000**, this is a great opportunity for families or a corporate professional seeking change. In order to mitigate the risk, the owners have offered **15%** seller financing and will stay on board for a transition period of 1-2 years.

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 The Firm does not sell real estate. The Firm solely advises on exit strategy.