

Acquisition Opportunity

[DALP] – Industrial Fabrication & Machining Company

ASKING: \$4,100,000

Business Activity

This business specializes in high-quality fabrication and machining services, supporting industries such as oil field services, aerospace, and agricultural machinery. With a focus on machine design, custom builds, and precision parts manufacturing, the company delivers essential components for aircraft, tractors, and heavy equipment. Key offerings include welding, fabrication, machining, and comprehensive field services. Orders average around \$25,000, reflecting the business’s focus on substantial, high-value projects. Operating steadily throughout the year without seasonal fluctuations, this business is well-positioned to maintain consistent demand and revenue.

Deal Summary

(TTM) Revenue:	\$4,480,000	(TTM) Adj. EBITDA:	\$697,000
FF&E*:	\$1,000,000	Corporation Type:	LLC/S-Corp
Working Capital*:	\$500,000	Location:	Houston Metro
Total Assets*:	\$1,600,000	Year Established:	2015
<small>*Included in Asking Price</small>		NAICS Code:	332000
Accounting Method:	Cash	Financial Year End:	December

Financing Terms

With a down payment of \$850,000 (20%), third party financing is available to finance the remaining balance over 10 years for a buyer with a requisite background that is qualified by the bank (the owner is willing to carry a portion of purchase price as a seller note if needed). All notes will be personally guaranteed.

Top Things to Know About This Business

- **Specialized Business Model:** Focuses on fabrication and machining for oil field services, custom machine design, and parts manufacturing for aircraft and tractors.
- **Efficient Operations:** Well-defined systems and processes ensure a turnkey operation.
- **Consistent Revenue Stream:** Average gross revenue of \$4.5 million over the past three years.
- **High Cash Flow:** Strong cash flow averaging \$650,000+ in recent years.
- **Healthy Profit Margins:** Sustained cash flow margins of over 13.5% in the last three years.
- **Transparent Financials:** Clean books with minimal addbacks, providing clear financial insight.
- **Strong Market Reputation:** Known for reliable, on-time, and on-budget delivery.
- **Referral-Driven Growth:** 90%-95% of revenue generated from referrals and repeat customers.
- **Significant Asset Base:** Includes \$1,000,000+ in fixed assets.
- **Experienced Management Team:** Skilled leadership supports operations and strategic decisions.
- **Stable Workforce:** Long-tenured employees reflect a supportive work environment and lower turnover costs.

Strengths and Weaknesses

Key Strengths

Possible Weaknesses

Efficient Cost Structure: The company maintains low overhead, optimizing operational expenses.

Lack of Sales Staff: The company does not have a dedicated sales team to drive business development and customer acquisition.

Lean Workforce: A compact, highly efficient team ensures smooth operations and productivity.

Limited Marketing Efforts: The absence of advertising hinders the company's ability to expand its market presence and reach new customers.

Product Excellence: The company is known for consistently delivering top-tier, high-quality products.

History

The company was founded by the current owners in 2015 and has operated at its current location for over eight years.

Business Days and Hours

Monday – Friday: 7:00 am – 4:00 pm

Saturday: Optional

Sunday: Optional

Marketing Strategy

The company does not have an outside or inside sales team; one of the owners serves as the sole salesperson.

Financial Summary

Year (Financial Year End: 12/31)	TTM Nov '23 - Oct '24	2023	2022	2021
Revenue:	\$4,480,000	\$5,179,000	\$5,526,000	\$2,935,000
Gross Profit:	\$1,669,000	\$1,835,000	\$1,831,000	\$775,000
Adj. EBITDA*:	\$697,000	\$799,000	\$755,000	\$192,000
Adj. EBITDA Margin	15.6%	15.4%	13.7%	6.5%

**Profit before interest, tax, depreciation, amortization (non-cash items) including owner salary, one-time and discretionary expenses. All adjustments to EBITDA were provided by seller*

Employees

The company employs a total of 22 full-time and one part-time staff member. Key team members include a Shop Foreman, Assistant Shop Foreman/Welder, Executive Assistant, Welder, and Fitter, with an average tenure of seven years among these key roles.

Assets and Liabilities

An asset list is available for the \$1,000,000 of furniture, fixtures and equipment. All debts on the company will be paid off by the Seller at closing. If there is any owner financing as determined by SBA underwriting, any such debt is to be personally guaranteed by the buyer.

Facilities

The business operates out of a 19,000 sq ft facility featuring four offices and five bays, owned by one of the company's owners.

Real Estate: Land and Building (not included in purchase price) can also be acquired in conjunction with business for \$2,000,000.

Support and Training

The owner is committed to a smooth business transition, ensuring uninterrupted customer service for the buyer. They are willing to provide 30 days of training at no cost, with the option for an extended consulting contract of up to one year.

Reason for Selling

Retirement

Next Steps

In order for us to release the Confidential Information Memorandum, complete the Non-Disclosure Agreement and Buyer Profile and return to:

Dirk Armbrust, Managing Director

dirk@thevantgroup.com

214.546.6298

STANDARD BUYER'S CONFIDENTIALITY AND WARRANTY AGREEMENT

The undersigned (the "Buyer") understands and acknowledges that The Vant Group (the "Broker" has a valid agreement with the owner(s) (the "Seller") of the business and/or property described below (the "Business") whereby Broker has been retained, for an agreed upon commission, to represent Seller in the sale of the Business. Buyer understands and acknowledges the Broker is acting as the agent of the Seller and that Broker's primary duty is to represent the interests of the Seller. The Business that is the subject of this Standard Buyer's Confidentiality and Warrant Agreement (the "Agreement") is as follows:

Description of Business: Industrial Fabrication & Machining Company

Asking Price: \$4,100,000

In order to induce Broker or Seller to furnish information regarding the Business (the "Information") to Buyer for Buyer's evaluation and possible purchase of said Business and in consideration for Broker's or Seller's furnishing such information, Buyer understands, agrees, represents and warrants to Broker and Seller as follows:

1. The word "Buyer," as used herein, shall mean and include the undersigned individually, as a member of a partnership, as an employee, stockholder, officer or director of a corporation, as an agent, adviser or consultant for or to any business entity and in any other capacity whatsoever.
2. The Information is of a proprietary and confidential nature, the disclosure of which to any other party will result in damage to the Seller and/or Business, and Buyer further represents and warrants as follows:
 - a. The Information furnished by Broker or Seller has not been publicly disclosed, has not been made available to Buyer by any party or source other than Broker or Seller and is being furnished only upon the terms and conditions contained in this Agreement.
 - b. Buyer will not disclose the Information, in whole or in part, to any party other than persons within Buyer's organization, including independent advisers/consultants, who have a need to know such Information for purposes of evaluating or structuring the possible purchase of the Business. Buyer accepts full responsibility for full compliance with all provisions of this Agreement by such other persons.
 - c. Buyer will not disclose, except to the extent required by law, to any parties other than the persons described in Paragraph 2(B) above that the Business is available for purchase or that evaluations, discussions or negotiations are taking place concerning a possible purchase.
 - d. Buyer will not utilize, now or at any time in the future, any trade secret(s), as that term may be defined under statutory or common law, that is/are included in the furnished Information for any purpose other than evaluating the possible purchase of the Business, including, without limitation, not utilizing same in the conduct of Buyer's or any other party's present or future business(es).
 - e. In addition to the prohibition against utilizing trade secret(s), Buyer will not utilize any other furnished information for any purpose other than evaluating the possible purchase of the Business, specifically including, without limitation, not utilizing same to enter into and/or engage in competition with the Business or assist or promote any other party(s) in so doing. The foregoing prohibition against utilizing said Information in competing with the Business shall remain in effect for three (3) years from the date hereof and shall be applicable to competition within the presently existing marketing area of the Business.
 - f. If Buyer decides not to pursue the possible purchase of the Business, Buyer will promptly return to Broker all information previously furnished by Broker or Seller, including any and all reproductions of same, and further, shall destroy any and all analyses, compilations or other material that incorporates any part of said Information.
3. Buyer will not contact the Seller or Seller's employees, customers, suppliers or agents other than Broker for any reason whatsoever without the prior consent of the Broker. All contacts with the Seller or such other parties will be made through or by Broker unless otherwise agreed to by Broker, in writing.
4. The Information furnished by Broker has been prepared by or is based upon representations of the Seller and Broker has made no independent investigation or verification of said Information. Buyer hereby expressly releases and discharges Broker from any and all responsibility and/or liability in connection with the accuracy, completeness or any other aspects of the information and accepts sole and final responsibility for the evaluation of the Information and all other factors relating to the Business.
5. The Information is subject to change or withdrawal without notice and the Business is being offered for sale subject to prior sale or the withdrawal of said offering without notice.
6. Buyer will indemnify and hold harmless the Broker and Seller from any and all claims or actions arising from Buyer's acts or failures to act in pursuing the possible purchase of the Business, including, without limitation, reasonable attorney's fees and other expenses incurred by Broker.

7. Buyer will not, for a period of three (3) years from the date hereof, enter into any agreement for the purchase of the Business, in whole or in part, or assist or promote any other party in so doing, unless such agreement to purchase provides for commission to be paid Broker, with the commission being defined as the amount agreed upon by Broker and Seller in the "Standard Listing Agreement" or similar agreement between those parties. The phrase "agreement for the purchase of the Business" as used herein, shall mean and include any agreement, specifically including, but not limited to, offers to purchase, letters of intent and similar agreements, that provides for the transfer, conveyance, possession of, or disposition of the Business, its capital stock, assets, or any portion thereof, and the commission amount to be paid Broker shall be the greater of either the minimum commission or the commission based upon sale price (or purchase price), as these amounts are defined in the aforesaid agreement between Broker and Seller. Further, "sale price (or purchase price)" as used herein shall mean and include the total amount of consideration paid or conveyed to Seller or for Seller's benefit, including, without limitation, cash, capital stock, notes, personal property of any kind, real property, leases, lines of credit, loans, contingent payments (e.g., license agreements, royalty agreements, payments based upon future sales or profits, etc.), employment or management contracts, consulting agreements, non-competition agreements, assumption or discharge of any or all liabilities, and any combination of the foregoing and/or other consideration. The commission amount agreed upon by Broker and Seller in the aforesaid agreement between those parties will be made known to Buyer by Broker, upon Buyer's request, when and if an agreement for the purchase of the Business is made by Buyer. If Buyer violates the foregoing provision, Buyer will be liable for and pay said commission to Broker upon demand without any obligation on Broker's part to first exhaust any legal remedies against Seller.
8. Buyer represents that Buyer has sufficient financial resources to complete the transaction for the asking price and terms set forth herein. Buyer agrees to provide, upon request by Broker or Seller, financial statements, references and other pertinent information evidencing such financial sufficiency.
9. The performance and construction of this Agreement shall be governed by the laws of the State of Texas. All sums due hereunder shall be payable at the office of the Broker in Dallas County, Texas and all parties hereto agree to forbear from filing a claim in any other jurisdiction.
10. This Agreement shall be binding upon the Buyer, Buyer's heirs, executors, successors, assigns, administrators or representatives. If any provision of this Agreement shall be held to be invalid, void or unenforceable, the remainder of the provisions hereof shall remain in full force and effect and this Agreement shall be construed as if such invalid, void or unenforceable provision had not been contained herein.
11. Any controversy between the parties to this Agreement involving the construction or application of any of the terms, covenants or conditions of this Agreement, shall on written request of one (1) party served on the other, be submitted to binding arbitration. Such arbitration shall be under the rules of the American Arbitration Association. The arbitrator shall have no authority to change any provisions of this agreement; the arbitrator's sole authority shall be to interpret or apply the provisions of this Agreement. The expenses of arbitration conducted pursuant to this paragraph shall be born by the parties in such proportion as the Arbitrators shall decide.
12. The terms and conditions of this Agreement shall also apply to any other business and/or property on which Broker has been retained to represent the owner(s) in the sale thereof and on which Broker or owner(s) has furnished information to Buyer. Further, it shall not be necessary for Buyer to execute any additional agreement(s) to that effect and any terms and conditions of this Agreement that refer to the date hereof shall automatically be adjusted to reflect the date on which Broker or owner(s) initially furnished information to Buyer on such other business and/or property.
13. The provisions hereof cannot be modified, amended, supplemented or rescinded without the written consent of Broker and this Agreement sets forth the entire agreement and understanding

EXECUTED ON THIS _____ DAY OF _____

Printed Name of Buyer

Printed Name of Buyer

Signature
(Individually and as Duly Authorized Representative)

Signature
(Individually and as Duly Authorized Representative)

Street City State Zip

Street City State Zip

Phone

Phone

Email Address

Email Address

BUYER'S PERSONAL PROFILE - CONFIDENTIAL INFORMATION

Name: _____

Address: _____

City: _____ **State:** _____ **Zip:** _____

Telephone: Home (____) _____ Office (____) _____ Cell (____) _____

Email Address: _____

Present Occupation/Business: _____

How Did You Learn Of Our Company? Internet Ad Referral Other: _____

Type of Business Preference

(Retail, Wholesale, Manufacturing, Service, Etc): _____

Location Preference:

- 1. _____
- 2. _____
- 3. _____

- 1. _____
- 2. _____
- 3. _____

Cash In Banks	\$ _____	Notes Payable	\$ _____	x
U.S. Govt Securities	\$ _____	Liens On Real Estate	\$ _____	
Accounts & Notes Receivable	\$ _____	Other Liabilities	\$ _____	
Value Of Businesses Owned	\$ _____	TOTAL LIABILITIES	\$ _____	
Other Stocks And Bonds	\$ _____			
Real Estate	\$ _____	Salary	\$ _____	
Automobiles -- Number ()	\$ _____	Dividends & Interest	\$ _____	
Other Assets	\$ _____	Other Income	\$ _____	
TOTAL ASSETS	\$ _____	TOTAL INCOME	\$ _____	

Monthly Income Required: \$ _____ Down Payment Available: \$ _____

Personal Net Worth: \$ _____ Require Immediate Income?: _____

Who Else Would Be Involved In The Decision Process? _____

Have You Ever Filed For Bankruptcy? _____ Have You Ever Been Arrested? _____

Fields of past Business experience:

1 _____ 2 _____ 3 _____

I Hereby Attest That The Above Is A True Representation On My Financial Status. I Agree To Provide, Upon Request By Broker Or Seller, Financial Statements, References And Other Pertinent Information Evidencing Such Financial Sufficiency If Necessary

Signature: _____ Date: _____