



## SUMMARY

### Steel Distributor with Fantastic History & Revenue!

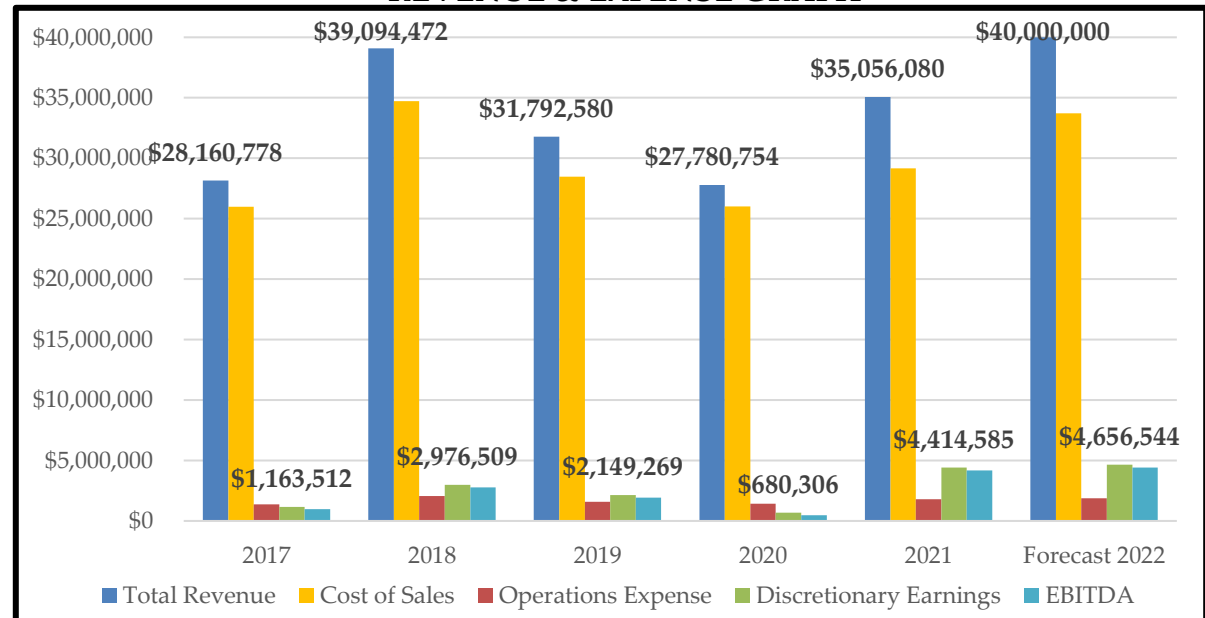
Listing ID: 37774

Situated within the Central Midwest, this business is a distributor specializing in supplying steel and rebar to Fabricators (50%) and Lumberyards (50%), whether for residential or commercial applications. Through decades of ongoing experience and strong reputations, high customer ratings have given the company long-term customer relations that helped an impressive rebound after the pandemic, thanks additionally to a booming market. Real Estate covers a 30 acre property in excellent condition, industrially zoned to handle extra capacity. The entire acreage is enclosed with an 8-foot tall steel fence and electrical gate for safe storage of material, vehicles, and equipment. The property also includes a rail spur for transports of domestic material, as well as a 10,000 gallon diesel gas tank and pump. The metal diesel storage tank is encased by a cement wall in compliance with EPA requirements. Business office consists of a 1,750 square feet building located on the property. Business also utilizes an off-site rented area necessary for the warehousing of imported products from foreign mills, a useful strategy for partnerships and expansions to come. With no clients representing more than 7%, nor their Top Ten consumers summing over 34.5% of the annual income, the company enjoys a flexibility for more productive optimizations that promise growth into the next level. Owner transitioning periods are negotiable under the current manager roles, and skilled personnel of five nonunion employees are most likely to stay post-sale and continue daily operations. Marketing efforts include efforts by outside and inside sales staff and attending trade shows for verbal referrals from a vast, rotating client base, and backing them through superior quality service. 2022 projections reach up to \$40 Million, as Revenues for 2021 were of \$35,056,080 along with Seller Discretionary Earnings of \$4,414,585 and EBITDA of \$4,186,463 – all based on an independent evaluation!

## ESSENTIALS

- Asking Price: \$23,500,000
  - Includes property and rail spur
- Type of Sale: Asset or Stock
  - Receivables: \$3,528,572
  - Equipment & Vehicles: \$1,261,012
  - Inventory: \$12,413,053
  - Property: \$2,000,000
- Type: Steel Works, Mills, C-Corp, SIC: 3312
- Inception Date: Late 1940's, Inherited 1988.
- Annual Turnover Rates:
  - Receivables: 9.8x per year.
  - Inventory: 2.4x per year.
  - Assets: 2.2x per year.
- ✓ Average Annual Growth Rate of 8.4%!

### REVENUE & EXPENSE GRAPH



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