

## REFERENCE # GSM921

### Opportunity: ACQUISITION

### Manufacturer Air-Purification Equipment

#### Business:

Manufacturing business, primarily wood Dust Collection products that have been used in many environments apart from wood dust where fine particle separation is necessary, including the food industry, textiles, coal, paper, and many others.

Injection molding is key and outsourced with the opportunity to expand toward current plastic items made by hand significantly multiplying margins. Customer Service is highly rated, and customers provide positive and influential comments. The customer base is highly loyal.

Eligible for SBA.

#### Opportunities:

On the horizon is the unveiling of the all-in-one high-pressure separator for small shops, the Rotary Air-Lock, and the particle transfer system. Market niches such as the jewelry market, residential central vac (a green solution), air pollution building cleaner, and many other new innovations into new sectors.



### Gulfstream Mergers & Acquisitions

**CONTACT: Jim Kniffen**

**(P) 704-892.5151**

**Email: [Info@Gulfstreammergers.com](mailto:Info@Gulfstreammergers.com)**

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### KEY FEATURES:

- Manufactures in 3 departments: wood, metal, and plastic.
- The current owners have reached their plateau in Sales generation – The next step in profitability for the company is investment in additional Injection Molds for the large clear system which will result in cost differential of nearly \$600 per unit – This next level will quadruple ROI and catapult the organization toward \$5mm in annual sales with 30% or higher margins – This is the future opportunity for the organization and immediate next step.
- Provides Ducting layout services, supporting ducting products, system for high-pressure vacuum separation.
- Duct Design Service is available to either existing customers, or new customers in conjunction with a system purchase.
- Currently offering limited installation services depending on geographical area.

#### Real Estate:

1.56 Acres – 10,000 sq ft building + 5,000 Mezzanine, small outbuilding -3-phase power service.

Property qualified for additional expansion, etc.

|                | 2019        | 2020        | 2021        |
|----------------|-------------|-------------|-------------|
| Gross Revenue  | \$1,650,812 | \$1,913,704 | \$2,283,671 |
| Officer Salary | \$78,000    | \$81,000    | \$79,500    |
| Payroll Taxes  | \$7,000     | \$7,000     | \$7,000     |
| Depreciation   | \$10,914    | \$15,850    | \$32,189    |
| Interest       | \$18,018    | \$23,100    | \$13,532    |
| Amortization   | \$4,267     | \$4,267     | \$4,267     |
| Rent Adj.      |             |             | \$-30,000   |
| Company Profit | \$102,146   | \$41,568    | \$260,055   |
| EBITDA         | \$220,345   | \$172,785   | \$366,543   |