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## AS9100 Light Manufacturing/Machine Shop Southern California

**Gross Revenue: \$6,800,000**

**EBITDA: \$2,200,000**

**Asking: \$9,999,900**

The Company provides light manufacturing of close tolerance and difficult to manufacture metal components for aerospace, medical, and industrial purposes. This precision machine shop has built its reputation on its capability to meet the strictest tolerances required by high-end customers over the last 30+ years. The Company has demonstrated an ability to design its own proprietary manufacturing process using automation. This has substantially reduced labor costs, increased productivity, and effectively made them the "go-to supplier" for a critical component in a highly specialized product.

Company's 2018 Gross revenues exceeded \$6.2 million dollars, while generating a remarkable \$2 million EBITDA. The Company is equipped with a state-of-the-art line of machinery, including: 2x wire and 2x sinker EDM machines, 5-axis CNC mills, CNC 'Live Tool' lathes, and more. Machinery and equipment valued at approximately \$3 million dollars. The business is located in approximately 15,000 square feet of leased industrial space with favorable lease terms.

This firm is owned and operated by two partners, both with over 30 years of shared industry experience. Each of the two partners manages his own distinct business unit. The business is 'virtually' split into a highly specialized contract, precision manufacturer, along with a traditional 'job-based' machine shop.

Each division operates out of its own distinct space within the shared building. Each operating unit serves a distinct manufacturing function, uses its own equipment, and caters to its own set of unique clients. The Company has experienced steady growth, fueled by a rock-solid reputation for customer satisfaction and precision. Well established streams of highly dependable recurring revenues derived from repeat customers have established a solid financial foundation for the Company.

The partners are now eager to retire, but willing to assist in facilitating a smooth transition with new owners. In recent years, the partners have resisted numerous growth opportunities due to their unwillingness to increase their current level of responsibilities and hours. Consequently, a new energetic ownership team will quickly identify substantial opportunities to expand the existing customer base and thereby grow revenues beyond current levels.

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