

FOR SALE: Industrial Metal Plating and Finishing Company

Turnaround Opportunity for Long-Established Business with Significant Capacity for Growth

Asking Price:	Accepting Offers		
Revenue:	\$	1,839,935	
Gross Profit:	\$	725,158	
FF&E:	\$	250,000	Included? Yes
Working Capital:	\$	150,000	Included? Yes
Real Estate:		Owned	Included? No
Asking Price:	\$	575,000	Size: 15,120 SF
Employees:	24 (22 FT / 2 PT across 3 shifts)		
Location:	Ohio		



Business Summary: Summit Capital Advisors represents a confidential opportunity to acquire a long-established Industrial Metal Plating and Finishing Company serving a diverse mix of OEM and industrial customers across Ohio and the Midwest. With more than five decades of operating history, the Company offers a broad range of zinc and zinc-nickel finishing capabilities suitable for both small components and large-format parts, making it a versatile partner for high-volume production needs. Operations are supported by two established production lines: a manual line running across three shifts to maintain consistent throughput, and an automated line currently operated on a single shift with significant unused capacity that a strategic acquirer could leverage immediately. An adjacent warehouse provides raw material storage, staging space, and finished-goods handling, supporting efficient workflow and dependable lead times. After acquiring the business and real estate from bank ownership, the current owners undertook an extensive turnaround rebuilding the operation from zero revenue to approximately \$2 million annually, re-establishing the workforce, formalizing processes, and restoring customer relationships. The business implemented recent price increases widely accepted across the customer base with gross margins consistent with industry norms, yet to reach scale for breakeven and profitability. This opportunity is well-positioned for a buyer seeking additional plating capacity, a stable Midwest production footprint, or a platform with meaningful upside under experienced metal finishing leadership.

Financial Overview:

	2023	2024	2025
Revenue	\$1,649,025	\$2,029,644	\$1,839,935
Gross Profit	\$697,623	\$863,233	\$725,158
% Margin	42.31%	42.53%	39.41%
Weighted Ave Gross Profit			\$766,594

Furniture, Fixtures, and Equipment (FF&E): FF&E valued at \$250,000 is included in the asking price and consists of two production lines, chemical processing tanks, rectifiers, cranes, racking, tow motors, lab and testing equipment, and general material-handling assets. Replacement cost for comparable equipment would significantly exceed \$1 million.

Working Capital: A normalized working capital level of \$150,000 including inventory, accounts receivable, and accounts payable is included in the asking price with the final sale price to be adjusted up or down for actual amount of Working Capital in excess or deficit of the target at time of closing.

Real Estate: The offering includes an approximately 15,120 SF production facility, owned in a separate entity and available for purchase at \$575,000 under a market-rate NNN lease to the operating business. The Company also leases 14,000 SF of adjacent warehouse space from an unrelated landlord under a cost-effective net-net lease with renewal options. Ownership prefers a simultaneous sale of business and real estate.

Growth and Expansion: Despite operating at only a portion of total plant capacity, the Company has recently returned to stable production volumes with renewed pricing discipline and strong customer acceptance. Significant upside exists for a buyer with deeper industry knowledge or complementary operations.

Reason for Selling: The current owners acquired the Company from bank ownership and rebuilt operations, workforce, and processes as part of a business turnaround. They now believe the business is best positioned for a buyer with metal finishing expertise or a strategic buyer seeking plating capacity to realize the next phase of growth.

Support & Training: Ownership will provide a structured transition to ensure continuity in production, chemistry, quality, and customer relationships.