

Deal Summary

Asking Price:	\$950,000	Listing ID:	AVDA
Revenue:	\$7,200,000*	Company Type:	Distribution of Aluminum
Adjusted EBITDA:	\$300,000*	Location:	Dallas County

Adjusted EBITDA is defined as EBITDA + Owner's Salary + One-time and Discretionary expenses

* As of 12/31/21

Legal Organization

Type of Corporation:	S Corporation	SIC Code:	3334
Year-End:	December	Accounting Method:	Accrual

Top Things to Know About This Business

- **Business Model:** Distribution of Aluminum Ingot to foundries and die cast industries
- **Workforce:** The company has ZERO employees
- **Location Independent:** The company can be run anywhere in the world with internet.
- **Established Brand:** Excellent reputation for competitive pricing and on budget work
- **Longevity:** Established in 1979, the company has been an industry leader for 43 years
- **Turnkey Operations:** Company is guided by well-defined systems and processes
- **Diverse Client Concentration:** Company services 35 – 40 customers.
- **Turnkey Operations:** Company is guided by well-defined systems and processes
- **Training:** Seller will train free of charge for 30 days to ensure smooth transition.

Business Activity

Established in 1979, for the past 43 years, the company has distributed aluminum ingot to foundries and die cast industries.

Type of Products and Services:

- Primary and Secondary (Recycled) Alloyed Aluminum Ingot (Supplied domestically and offshore)
- Aluminum (Pure)
- Master Alloys (Mag, Si, etc.)
- Aluminum Modifiers (to improve mechanical properties of alloys)
- Technical Support (Lab) offered

Marketing Strategy

The company has built a very strong legacy client base over the years and before Covid; the owner attended various conferences, trade shows and networking events. About 60% of new business has come for these efforts. The remaining 40% as come from word of mouth / referrals.

History

The Company was started in 1979 by a family member and the current owner has owned the business for the last 30 years.

Days and Hours:

Monday - Friday: 7:30 AM to 5:00 PM
 Saturday - Sunday: Closed

Sales and Adjusted EBITDA

Fiscal Year End	Revenue	Adjusted EBITDA	As a % of Sales
2022 Annualized	10,500,000	\$629,000	6.0%
2021	\$7,200,000	\$298,000	4.1%
2020	\$3,700,000	\$292,000	7.9%
2019	\$5,900,000	\$441,000	7.5%
2018	\$6,500,000	\$349,000	5.3%

** All adjustments to EBITDA were provided by seller*

Employees

Company has no employees.

Assets and Liabilities

An asset list is available for the furniture, fixtures, and equipment. All cash and accounts receivable will be retained by the Seller. All debts on the company will be paid off by the Seller at closing.

Facilities

Company leases a 1,200 sq. ft. office with a monthly rent amount of \$1,550. The current lease period expires on 12/31/2022. The company doesn't need an office and can be run remotely.

Support and Training

The Owner genuinely desires an effective business transition with seamless customer service through to the buyer. They will train a buyer for 30 days. An additional consulting contract can be obtained.

Reason for Selling

The owner wishes to retire.

CORPORATE/INVESTMENT GROUP CONFIDENTIALITY AGREEMENT

Disturbution of Aluminum Sale Price & Down Payment: \$950,000

1. For good and valuable consideration, the receipt and sufficiency of which are acknowledged, the undersigned ("The Recipient") enters into this Confidentiality Agreement with The Vant Group, Inc., a Texas corporation ("the Broker") and for the benefit of the Broker's client (the "Company") that shall be identified by the information disclosed under this Confidentiality Agreement.
2. The Broker has attached hereto or has provided or may subsequently provide to the Recipient in connection herewith certain technical, financial, and/or business information (collectively the "Information") regarding the Company (as above designated) to facilitate an evaluation by the Recipient whether to acquire the Company or stock or assets thereof. The Recipient acknowledges that the Information is highly confidential and proprietary to the Company.
3. The Recipient shall not at any time, without prior written consent of the Company, furnish, copy, reproduce or distribute, in whole or in part, directly or indirectly, the Information to anyone, except Recipient's financial advisors, investors, tax advisors and attorneys, who may be furnished with the Information for the sole purpose of advising the Recipient as to the structure of any proposed purchase of the Company (or its stock or assets), and it will keep permanently confidential the Information and will use the Information only for the purpose set forth above. The Recipient shall be under no obligation to maintain as confidential any information which (a) Recipient can show by legally sufficient written evidence was in its possession prior to disclosure by the Broker and/or the Company; or (b) becomes generally available to the public in tangible form other than by acts or omissions of Recipient; or (c) is lawfully obtained from a third party. The Recipient shall not contact the Company to discuss the sale or purchase of the Company or the Information without prior written consent of the Broker.
4. The Recipient hereby indemnifies and holds harmless the Broker, and its agents, representatives, employees and attorneys, from and against any and all claims, liabilities, actions, causes of action and damages, arising from or relating to any injury or loss arising out of, from, or attributed to the transactions or matters subject hereof, or the actions, omissions, wrongful conduct or other breach of this Confidentiality Agreement by Recipient, which indemnification shall include, without limitation, reimbursement of attorney's fees and expenses incurred by the Broker in connection herewith.
5. The Recipient shall not enter into any agreement for the purchase of the Company or its stock or assets unless said agreement contains a provision wherein the parties thereto acknowledge that the Broker is the procuring cause of such agreement and the Broker is entitled to a broker's commission as agreed upon by the Company and the Broker.
6. While the Information is believed to be accurate, it is subject to change, error or withdrawal of offering, without notice. The Company and the Broker expressly disclaim any and all liability for representations or warranties, expressed or implied, contained in the Information, or, for omissions from it. The Company reserves the right to require the return of the Information at any time.
7. A facsimile transmission of this document is legal and binding.
8. The Recipient warrants that the undersigned is a duly authorized by the Recipient to enter into binding legal contracts on its behalf.
9. This Agreement contains the entire agreement between the parties hereto with regard to the subject matter hereof. If one or more of the provisions contained herein shall be held to be invalid, illegal or unenforceable, the balance of this Agreement shall remain in full force and effect. This Agreement shall be binding upon the parties' heirs, successors and assigns, where permitted. This Agreement may not be assigned by the Recipient without the prior written consent of the Broker. No ambiguity herein shall be resolved presumptively against any party. This Agreement shall be construed in accordance with the laws of the State of Texas, and the obligations of the parties are performable in Dallas, County, State of Texas, where venue shall lie for any actions brought hereunder.

RECIPIENT:

_____	_____
Company Name	Street
_____	_____
Signature	City State Zip
_____	_____
Print Name	Phone
Date: _____	_____
	Fax