



## **Metal Contractor – New York Metro**

### **Reference No. 185579**

Revenues: \$ 10,000,000  
Cash Flow: \$ 1,250,000  
Asking price: \$ 5,700,000

### **Opportunity Summary**

Founded over 70 years ago, this business designs, builds and installs fabricated metal components for various building and construction applications. It is one of the largest and oldest miscellaneous and ornamental metal manufacturers in the NYC Metro area. The business enjoys a blue-chip customer base, including some of the biggest names in NYC construction (such as Yorke, Bovis, Carlisle, and others). The overall business consists of two sister companies – one bids on construction projects and designs and installs the finished metal components, the other fabricates these components. The two companies are housed in separate facilities – offices in NYC (for engineering, design, sales, and management) and industrial space in a nearby suburb (for metal fabrication). The business employs 40 workers in its 2 facilities, of which approximately one-third to one-half are union members. The valuation is well justified financially by the strong cash flow, the book value of the assets (including approx. \$2.8MM in A/R), \$9+MM in work-in-progress, and the ability to shield close to \$3MM in future earnings through an established ESOP, as well as by the company's long history, market presence and reputation, exceptional labor force and strong relationships with the major builders and labor unions. This is an excellent opportunity for a strategic acquirer with a strong balance sheet to expand its capabilities and/or to gain a presence in the highly competitive NYC construction market.

### **Competition**

There are several competitors in this industry, but this business enjoys a number of competitive advantages by virtue of its industry and labor relationships, its in-house non-union fabrication capacity, its highly experienced labor force, and its ability to provide the highest level of quality and service.

### **Opportunities**

This business has significant growth potential for the right buyer. The combination of its in-house non-union fabrication facility, a highly experienced and cost efficient union labor force, and an established base of long-term, blue chip clients creates an excellent opportunity for future growth.



**Facilities**

The business is headquartered in a rented 5,000 sq. ft. (approx.) office in NYC which houses the design, engineering, estimating, sales, and other back-office and management functions. The business also rents a roughly 15,000 sq. ft. facility in a NYC suburb which is used for metal fabrication, warehousing and garage space.

**Seller Involvement**

Seller will help with the transition and is available to remain with company for an extended transition if so desired.

**Seller Financing**

Seller financing may be available to the right buyer, if appropriate.

**Contact**

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