

Profitable and Established

INDUSTRIAL COATING COMPANY



**50 YEARS OF
INDUSTRY EXPERIENCE**



**LOYAL & STABLE
CUSTOMER BASE**



**INDUSTRY
GROWTH POTENTIAL**

ABOUT THE BUSINESS

Established in 1974 and strategically located in Northeast Ohio, this industrial coating company has evolved into a premier provider of high-performance coating solutions. Initially focused on oil field painting, the Company expanded in 1982 with a dedicated shop facility to accommodate growing industry demand. With over five decades of expertise, the Company has cultivated strong, long-term relationships with a client base spanning industries such as oil and gas, transportation, infrastructure, and industrial manufacturing.

What sets this business apart is its specialization in large-scale industrial components, including structural steel, cryogenic tanks, mining fans, spiral conveyors, decorative bridge railings, heat exchangers, and nuclear motor components. The Company's ability to handle oversized fabrications, combined with its rigorous quality control program and industry certifications, makes it a sought-after partner for clients requiring durability and precision.

COMPREHENSIVE SERVICE OFFERINGS

The Company offers a full suite of industrial coating solutions tailored to enhance durability, corrosion resistance, and performance. Utilizing advanced application methods, it provides coatings such as epoxies, intumescent coatings, polyesters, urethanes, vinylesters, and zinc coatings. Its facility features one large scale blast booth and two paint booths, allowing for efficient and precise coating application that meets the highest industry standards.

COMPETITIVE ADVANTAGES

Strategically located in Northeast Ohio with easy access to major industrial hubs, this company stands out with its specialized expertise in handling large, complex projects that competitors cannot. With a loyal customer base, some spanning 40 years, it maintains a strong bid-to-win ratio of 45-55%, ensuring consistent revenue and growth.

GROWTH POTENTIAL

Positioned for expansion, the company stands to benefit from increasing demand driven by federal highway projects and energy sector growth. Despite having no formal marketing efforts, there are substantial untapped opportunities for revenue expansion through strategic SEO, targeted outreach, and structured sales initiatives. Currently, all sales stem from word-of-mouth and referrals, highlighting the potential impact of a dedicated marketing and outreach strategy. Additionally, the company's specialized expertise enables entry into new industrial sectors, further broadening its market reach and reinforcing long-term growth potential.

The current ownership is ready to start a new professional endeavor and is willing to assist new leadership during the transition to ensure a seamless transfer and maintain high operational standards. This opportunity is ideal for an industry buyer looking to expand or an investor seeking a well-established, profitable company.

FINANCIAL OVERVIEW

US\$ MM	2022	2023	2024	2025 YTD Mar
Revenue	\$4.19	\$4.72*	\$4.16	\$1.07
Adjusted EBITDA	\$611,768	\$951,124*	\$405,326	N/A

***Note on 2023 Revenue and EBITDA:**

In 2023, the Company's revenue and EBITDA saw a significant increase, including an additional \$400,000 from a one-time expedited project. To meet a client's urgent needs, the Company completed the project on an accelerated timeline and charged double its standard rate for the service. This unique circumstance led to an unusually high revenue and EBITDA for the year.

Past performance is not a guaranty of future returns.

INTERESTED IN MORE INFORMATION

Interested parties must first complete our Qualifying Questionnaire to ensure they meet the necessary financial and operational criteria to proceed. Upon review and approval, a Non-Disclosure Agreement (NDA) can be signed to receive the Confidential Business Review.

FOR INQUIRIES CONTACT US



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DISCLOSURE – All information has been furnished by the seller and is not warranted by Prevail Transaction Partners. All Buyers shall engage in whatever due diligence they deem necessary prior to any purchase and are solely responsible for the same.