



A Primer for Buying and Selling Small Manufacturing Companies

Douglas E. Kellogg

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There are about 300,000 small manufacturing companies in the U.S. today, and at any given time 50,000 of them are for sale. This book tells what it takes to be the entrepreneur owner of a small manufacturing concern, how to find a company to buy, how to evaluate it, and how to buy it. The book also tells the owner of a small manufacturing company how to find a buyer, how to prepare the company for sale, and how to negotiate a successful deal. Written in an engaging style by a man with 27 years experience in buying, owning, operating, and selling small manufacturing companies, this book provides a wealth of hard-earned, practical knowledge that will be invaluable to the buyer, seller, or broker.

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