



15 YEAR SALE LEASEBACK

# Gates Washer and Manufacturing, LLC

LONG-TERM ABSOLUTE NET LEASE STRUCTURE · ± 32,400 SF · \$247.860 (\$7.65 PSF) NOI

Marcus & Millichap  
TAG INDUSTRIAL GROUP

# NON - ENDORSEMENT & DISCLAIMER NOTICE

## CONFIDENTIALITY & DISCLAIMER

The information contained in the following Marketing Brochure is proprietary and strictly confidential. It is intended to be reviewed only by the party receiving it from Marcus & Millichap and should not be made available to any other person or entity without the written consent of Marcus & Millichap. This Marketing Brochure has been prepared to provide summary, unverified information to prospective purchasers, and to establish only a preliminary level of interest in the subject property. The information contained herein is not a substitute for a thorough due diligence investigation.

Marcus & Millichap has not made any investigation, and makes no warranty or representation, with respect to the income or expenses for the subject property, the future projected financial performance of the property, the size and square footage of the property and improvements, the presence or absence of contaminating substances, PCB's or asbestos, the compliance with State and Federal regulations, the physical condition of the improvements thereon, or the financial condition or business prospects of any tenant, or any tenant's plans or intentions to continue its occupancy of the subject property. The information contained in this Marketing Brochure has been obtained from sources we believe to be reliable: however, Marcus & Millichap has not verified, and will not verify, any of the information contained herein, nor has Marcus & Millichap conducted any investigation regarding these matters and makes no warranty or representation whatsoever regarding the accuracy or completeness of the information provided. All potential buyers must take appropriate measures to verify all of the information set forth herein.

## NON - ENDORSEMENT NOTICE

Marcus & Millichap is not affiliated with, sponsored by, or endorsed by any commercial tenant or lessee identified in this marketing package. The presence of any corporation's logo or name is not intended to indicate or imply affiliation with, or sponsorship or endorsement by, said corporation of Marcus & Millichap, its affiliates or subsidiaries, or any agent, product, service, or commercial listing of Marcus & Millichap, and is solely included for the purpose of providing tenant lessee information about this listing to prospective customers.

ALL PROPERTY SHOWINGS ARE BY APPOINTMENT ONLY. PLEASE CONSULT YOUR MARCUS & MILLICHAP AGENT FOR MORE DETAILS.

## RENT DISCLAIMER

Any rent or income information in this offering memorandum, with the exception of actual, historical rent collections, represent good faith projections of potential future rent only, and Marcus & Millichap makes no representations as to whether such rent may actually be attainable. Local, state, and federal laws regarding restrictions on rent increases may make these projections impossible, and Buyer and its advisors should conduct their own investigation to determine whether such rent increases are ermitted and reasonably attainable.

Activity ID #ZAG0370749

**Marcus & Millichap**  
TAG INDUSTRIAL GROUP

OFFICES THROUGHOUT THE U.S. AND CANADA  
[www.marcusmillichap.com](http://www.marcusmillichap.com)

# GATES WASHER AND MANUFACTURING, LLC

Marcus & Millichap

## Exclusively Listed By

### **Reese Isacson**

Associate Investments  
Chicago Downtown  
Direct: 312.327.5459  
Reese.Isacson@marcusmillichap.com  
IL #475.216053

### **Tyrell McGee**

Associate Director Investments  
Chicago Downtown  
Direct: 312.327.5408  
Tyrell.McGee@marcusmillichap.com  
IL #475.207189

### **Tyler Sharp**

Senior Director Investments  
Chicago Downtown  
Direct: 312.327.5446  
Tyler.Sharp@marcusmillichap.com  
IL #475.177869

## **Financing:**

### **Matt Smego**

Senior Director, Capital Markets  
Chicago Downtown  
Direct: 312.327.5425  
Matthew.Smego@marcusmillichap.com

Marcus & Millichap

# Table of Contents

|           |  |
|-----------|--|
| <b>5</b>  | SECTION 1<br><b>OFFERING OVERVIEW</b>            |
| <b>7</b>  | SECTION 2<br><b>COMPANY OVERVIEW</b>             |
| <b>12</b> | SECTION 3<br><b>INDUSTRY OVERVIEW</b>            |
| <b>17</b> | SECTION 4<br><b>PROPERTY AND MARKET OVERVIEW</b> |
| <b>24</b> | SECTION 5<br><b>OFFERING PROCEDURE</b>           |

SEC. 1 GATES WASHER AND MANUFACTURING, LLC

# Offering Overview

- Offering Overview

Marcus & Millichap

# OFFERING OVERVIEW

## Gates Washer and Manufacturing, LLC

As the Exclusive Sales Agent for Gates Washer Manufacturing, LLC, (the “Tenant”, “Gates Washer”, or “Company”), Marcus & Millichap is please to present to qualified investors the opportunity to acquire, via long-term sale leaseback, Gates Washer’s sole manufacturing facility (the “Offering” of “Property”). Fully occupied by Gates Washer, the Offering consists of ± 32,400 square feet situated across ±1.01 acres in Chicago, Illinois. The Offering will be subject to a long-term, 15-year absolute net lease structure with a Year-1 NNN rent of \$247,860 and 2.50% annual escalations.

Gates Washer is a long-standing, precision manufacturing business specializing in metal stamping and custom washer production, serving a diversified base of industrial and OEM customers across North America. Founded in 1927 and headquartered in Chicago, Illinois, the Company has built a reputation for high-quality manufacturing, engineering expertise, and scalable production capabilities. In June 2023, C.O.I. Holdings acquired the Company, representing its 4th platform acquisition at the time. This acquisition represents a vertical integration move with C.O.I. Holdings’ broader fastener platform, expanding from distribution into manufacturing.

### HIGHLIGHTS

- Long-Term Absolute Net Lease Structure with Renewal Options
- Fixed Annual Escalations, Hedging Against Inflation
- Headquarters and Sole Manufacturing Facility Accounting for 100 Percent of all Revenue and Earnings
- Nearly 100 Years of Operating History and Brand Reputation
- Diversified Customers and End Markets
- Experienced Operator and Management Team



### INVESTMENT OVERVIEW

|                               |                        |
|-------------------------------|------------------------|
| Purchase Price:               | \$3,300,000            |
| Cap Rate:                     | 7.51%                  |
| Year -1 Net Operating Income: | \$247,860   \$7.65 PSF |
| # of Properties:              | Two (2)                |
| Rentable Square Footage:      | 32,400                 |
| Total Land Acreage:           | 1.01                   |
| Initial Lease Term:           | 15 Years               |
| Lease Structure:              | Absolute NNN           |
| Renewal Options:              | Two (2) - 10 Year      |
| Rental Escalations:           | 2.50%                  |
| Property Type:                | Industrial             |
| Property Use:                 | Manufacturing          |

# Company Overview

- Company Overview
- Sponsor Overview and Investment Thesis
- Products, Capabilities & Differentiation
- End Markets & Customer Base

## COMPANY OVERVIEW

Gates Washer and Manufacturing, LLC

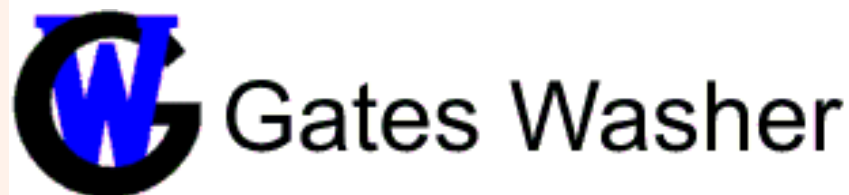


### Company Overview

Gates Washer is a precision metal stamping and engineered fastener manufacturer with nearly a century of operating history, specializing in custom washers and tight-tolerance components for mission-critical industrial applications. Founded in 1927 and headquartered in Chicago, Illinois, the Company has built a reputation for high-quality manufacturing, engineering expertise, and scalable production capabilities.

Operating out of ±32,000 square feet across two facilities, the Company supports both high-volume production (capacity for 1 million parts per hour) and low-volume, high-specification custom work, positioning it as a flexible partner to OEMs across a wide range of industries.

The Company's products are embedded in critical end-use applications ranging from automotive and industrial equipment to aerospace-grade systems, with historical capabilities meeting stringent specifications, including components used in the Apollo program.



### COMPANY SNAPSHOT

|                   |                                |
|-------------------|--------------------------------|
| Founded:          | 1927                           |
| Tenant:           | Gates Washer                   |
| Acquisition Date: | Jun-23                         |
| Parent Company:   | Gates Washer Manufacturing LLC |
| Sponsor Company:  | C.O.I. Holdings and Affiliates |
| # of Affiliates:  | Six (6)                        |

# SPONSOR OVERVIEW AND INVESTMENT THESIS

Gates Washer and Manufacturing, LLC



## C.O.I. Holdings

In June 2023, the Company was acquired by C.O.I. Holdings, Inc. (“C.O.I.”), a private investment firm focused on building vertically integrated fasteners, industrial distribution, and precision manufacturing ecosystem, with a strategy centered on:

- Buy-and-build platform creation
- Vertical integration across manufacturing and distribution
- Operational optimization and cross-selling synergies
- Long-term value creation through scale and margin expansion

# PRODUCTS, CAPABILITIES & DIFFERENTIATION

Gates Washer and Manufacturing, LLC

## The Company's Core Offerings Include:

- Flat, Spring, and Specialty Washers
- Custom Metal Stampings and Engineered Components
- Multi-material production (metal, plastic, specialty alloys)
- Tight-tolerance, print-to-spec manufacturing



## Key Differentiators:

- **Precision Engineering Expertise** – Decades of institutional knowledge across tooling, production, and quality control
- **Flexible Production Model** – Ability to handle both prototype runs and high-volume manufacturing
- **Quality-Centric Operations** – ISO 9001:2015 certification with embedded QA processes
- **Cost-Efficient Manufacturing** – Competitive positioning versus larger, less nimble competitors

The Company's value proposition is rooted in its ability to deliver reliable, repeatable, and highly engineered components at scale, while maintaining flexibility for specialized applications.



## END MARKETS & CUSTOMER BASE

Gates Washer and Manufacturing, LLC

### End Markets & Customer Base:

The Company serves a diversified base of ~100 OEM customers, with strong repeat business and long-standing relationships.

### Primary End Markets:

- Automotive Manufacturing – High-volume fastening and component applications
- Aerospace & Defense – Precision parts requiring strict tolerances
- Industrial Equipment & Machinery – Core components across manufacturing systems
- Construction & Infrastructure – Structural and mechanical fastening solutions

The business benefits from broad end-market exposure, reducing reliance on any single industry cycle while maintaining consistent demand tied to overall industrial production.



SEC. 3 GATES WASHER AND MANUFACTURING, LLC

# Industry Overview

- Industry Overview

Marcus & Millichap

## INDUSTRY OVERVIEW

Gates Washer and Manufacturing, LLC

The U.S. Fasteners and Precision Metal Components Manufacturing industry (NAICS 332722 and 332116) represents a critical segment of the broader fabricated metals ecosystem, producing the small but essential components that enable the assembly, integrity, and performance of nearly all manufactured goods. Firms within this sector manufacture washers, bolts, nuts, rivets, and custom metal stampings, serving as foundational inputs across automotive, aerospace, industrial machinery, construction, and defense applications.

These components, while low-cost on a per-unit basis, are mission-critical in function, ensuring load distribution, vibration resistance, and structural reliability across complex mechanical systems. As a result, manufacturers in this space play a disproportionately important role within industrial supply chains, where product failure can lead to significant operational and safety consequences.

According to IBISWorld and the U.S. Census Bureau, the U.S. fastener manufacturing industry generates approximately \$36+ billion in annual revenue, encompassing over 8,000 establishments and more than 140,000 employees nationwide. The industry operates within the broader Fabricated Metal Product Manufacturing sector (NAICS 332), which remains a cornerstone of U.S. industrial production.

### Economic Role And Demand Drivers:

Fastener and stamping manufacturers serve as key enablers of downstream industrial activity, converting raw metal inputs into finished, application-specific components used in both original equipment manufacturing (OEM) and maintenance, repair, and operations (MRO).

### Demand Is Closely Tied To:

- **Automotive Production** – One of the largest end markets, requiring high-volume standardized and custom fasteners
- **Industrial Manufacturing Output** – Drives demand for machinery, automation systems, and equipment components
- **Construction & Infrastructure Spending** – Supports structural fastening applications across commercial and industrial projects
- **Aerospace & Defense Production** – Requires precision-engineered, high-spec components with strict tolerances
- **MRO Activity** – Provides recurring, non-discretionary demand independent of new production cycles

## INDUSTRY OVERVIEW

Gates Washer and Manufacturing, LLC



### Recent Macro Trends Have Further Supported Demand, Including:

- Reshoring of manufacturing supply chains
- Federal infrastructure investment initiatives
- Expansion of advanced manufacturing (EVs, semiconductors, automation)

These dynamics have increased reliance on domestic, high-quality suppliers capable of delivering consistent and engineered solutions.

### Technological And Operational Trends:

The industry is undergoing a transition toward higher precision, automation, and digital integration, driven by both customer requirements and margin pressures.

### Key Trends Include:

- **Advanced Metal Stamping & Tooling** – High-speed presses and precision dies enabling tight tolerances
- **Automation & Robotics** – Adoption of automated production lines and material handling systems to improve throughput
- **CAD/CAM Integration** – Enhanced design-to-production workflows for custom components
- **ERP & Shop Floor Digitization** – Real-time tracking of production, quality, and inventory

Labor dynamics are also shaping the industry. According to Federal Reserve data, rising labor costs and declining productivity in certain segments have accelerated investment in automation and workforce upskilling.

# INDUSTRY OVERVIEW

Gates Washer and Manufacturing, LLC



## Quality And Compliance Remain Critical:

- ISO 9001 certification is often required for OEM suppliers
- Aerospace and defense applications require additional certifications and traceability standards

## Outlook And Growth Prospects:

The outlook for NAICS 332722 and 332116 remains stable to moderately positive, with expected annual growth in the 2%–4% range through the medium term, supported by:

- Continued industrial production and manufacturing activity
- Infrastructure and defense spending
- Growth in electric vehicles, automation, and advanced manufacturing
- Increasing demand for custom, high-spec components

Additionally, the industry is experiencing ongoing consolidation, as private equity firms and strategic acquirers pursue buy-and-build strategies to create vertically integrated platforms spanning manufacturing and distribution.



SEC. 4 GATES WASHER AND MANUFACTURING, LLC

# Property And Market Overview

- Property and Market Overview
- Market Overview

# PROPERTY AND MARKET OVERVIEW

Gates Washer and Manufacturing, LLC



Gates Washer is strategically located in the highly sought-after O'Hare submarket, which boasts a below national average vacancy rate of 5.7 percent, according to CoStar. This low vacancy rate indicates a strong demand for industrial space in the area. The O'Hare submarket is known for its proximity to major transportation hubs and infrastructure, providing easy access to regional and national markets. The area's strong economic fundamentals and limited availability of industrial space contribute to its attractiveness to businesses and investors.

## PROPERTY SPECIFICATIONS:

|                           |  |
|---------------------------|--|
| Operating Entity / Tenant | Gates Washer Manufacturing LLC         |
| Acquired                  | Jun-23                                 |
| Address                   | 5211-13, Otto Ave                      |
| City, State               | Chicago, IL                            |
| Year Built / Renovated    | 1963, 1966                             |
| Property Type             | Industrial                             |
| Use                       | Manufacturing                          |
| # of Buildings            | Two (2)                                |
| Property Size (SF)        | 32,400                                 |
| - Office Size (SF)        | 4,860                                  |
| - Industrial Size (SF)    | 27,540                                 |
| Land Size (AC)            | 1.01                                   |
| Parcel #                  | 12-09-214-031-0000, 12-10-102-010-0000 |
| Clear Height              | 14'                                    |
| Dock Door Count           | 4                                      |
| Drive-In Count            | 1                                      |

## PROPOSED LEASE TERMS:

|                     |           |
|---------------------|-----------|
| Initial Lease Term  | 15 Years  |
| Year - 1 Rent PSF   | \$7.65    |
| Year 1: Annual Rent | \$247,860 |
| Annual Escalations  | 2.50%     |

## PURCHASE PRICE:

|                |             |
|----------------|-------------|
| Purchase Price | \$3,300,000 |
| Cap Rate       | 7.51%       |

# MARKET OVERVIEW

Gates Washer and Manufacturing, LLC

## CHICAGO

Chicago-Naperville-Elgin is one of the largest metros in the nation. The Chicagoland area is bounded to the east by Lake Michigan and expands over a 5,000-square-mile region in northeastern Illinois, extending into Wisconsin and Indiana. The metro houses 9.4 million people and comprises 14 counties. The city of Chicago contains 2.6 million residents. During the past 20 years, the greatest growth occurred in the western portion of the region and was exemplified between 2020 and 2021. Since then, movement back into downtown Chicago is gaining headway as employers increasingly push for in-person work attendance, while progressing tourism levels support activity in the urban core.

### METRO HIGHLIGHTS



#### SECOND-LARGEST METROPOLITAN AREA

The metro population trails only Los Angeles in size. Slowing population growth, however, has been noted over the previous decade.



#### WEALTH OF INTELLECTUAL CAPITAL

Illinois trails only New York City, Texas and California in total corporate headquarters. There are over 30 Fortune 500 companies based locally.



#### LARGE, DIVERSE EMPLOYMENT BASE

The Chicago metro employs nearly 4.8 million workers in an array of industries, including the growing tech and logistics sectors.

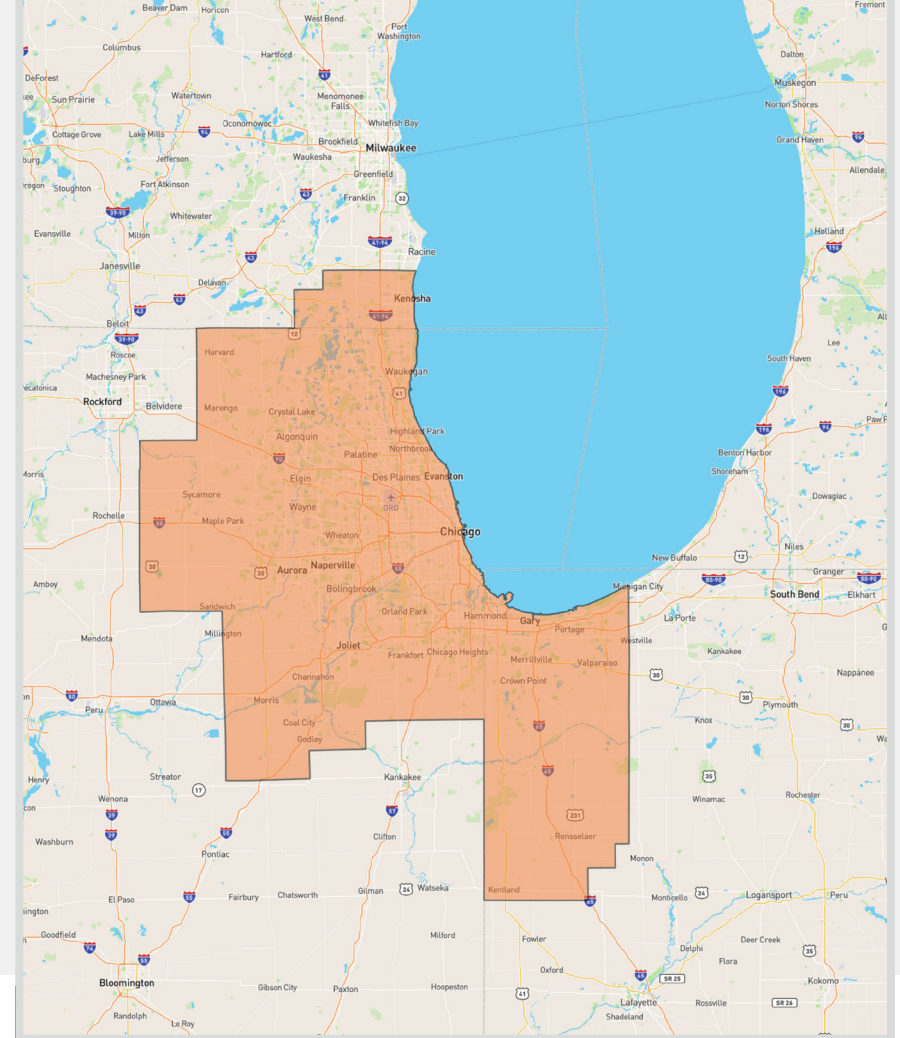


# MARKET OVERVIEW

Gates Washer and Manufacturing, LLC

## TRANSPORTATION

- The region's transit network ranks among the largest and most efficient across the country, with the Chicago L spanning over 200 miles across the metro.
- The vast network of freeways, centralized location, a large rail-truck intermodal facility and the Port of Chicago contribute to the metro's position as a major distribution and logistics hub.
- Chicago is the nation's top freight rail hub, with major carriers BNSF, Union Pacific, CSX and Norfolk Southern servicing the region.
- Amtrak routes originate from Union Station, while the "L" serves the city of Chicago. The Metra commuter rail provides passenger service in the suburbs.
- International airports include O'Hare, Midway and Gary/Chicago. Sixteen smaller airports also provide air service for the region.



17.2

MILLION TEU'S  
Moved through  
metro in 2024



3

International  
Airports



7

RAIL LINES  
For Freight, Passengers  
and Commuter



MORE THAN  
40%

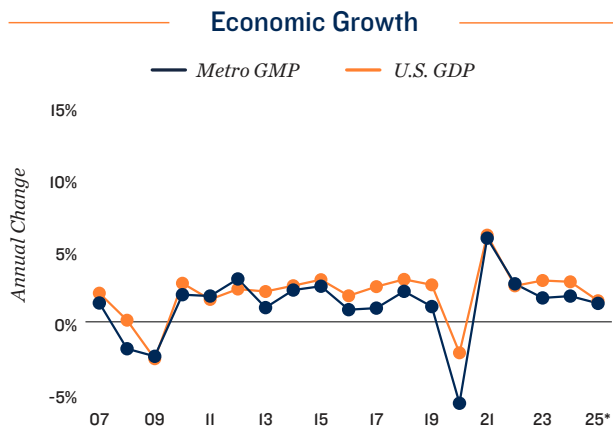
of Illinois residents live in the suburbs of Chicago, many of whom commute into the city for work

# MARKET OVERVIEW

Gates Washer and Manufacturing, LLC

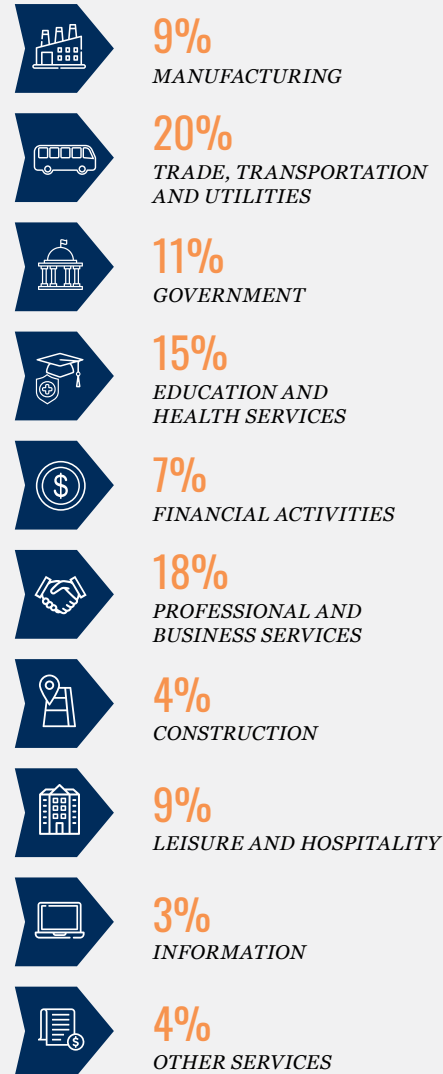
## ECONOMY

- The metro has one of the biggest economies in the nation and is buoyed by its distribution, finance, manufacturing operations and growing high-technology sectors.
- Fortune 500 companies headquartered in the metro include Walgreens, State Farm Insurance and McDonald's.
- The area is a major global tourist and convention destination. Typically, more than 50 million people visit the metro annually, supporting nearly 500,000 jobs in the leisure and hospitality sector. Although suppressed during the pandemic, visitations and employment have rebounded substantially.
- Large tech firms operating in the metro, such as Amazon and Google, attract a wide array of startup companies.
- Backed by some of the nation's more well-regarded universities, the workforce is considered one of the most diverse and well trained among major United States metros.



\* Forecast

## SHARE OF 2025 TOTAL EMPLOYMENT



Note: Figures are rounded to nearest whole percentage point

## MAJOR AREA EMPLOYERS

- Nielsen
- Advocate Aurora Health
- Walmart
- Northwestern Memorial Healthcare
- United Continental Holdings, Inc.
- American Airlines
- Abbott Laboratories
- AMITA Health
- University of Chicago

# MARKET OVERVIEW

Gates Washer and Manufacturing, LLC

## DEMOGRAPHICS

- Chicago is the second-most populous metro in the U.S. with 9.4 million residents. During the next five years, however, the population is expected to lower marginally.
- World-class education institutions, including Northwestern University and the University of Chicago, help provide the metro with a skilled labor pool. More than 40 percent of residents ages 25 and older hold a bachelor's degree, and of these, roughly 16 percent have also earned a graduate or professional degree, which is well above the national level.
- Younger professionals moving to the market for employment provide a skilled workforce and contribute to a median age that is roughly in line with the U.S. median, as well as a household income above the national level.
- More people are renting as thousands of new apartments are completed. Local homeownership is slightly below the national rate of 65 percent.

## QUICK FACTS



POPULATION  
**9.4M**  
2024-2029\* Growth:  
0.0%



HOUSEHOLDS  
**3.7M**  
2024-2029\* Growth:  
0.4%

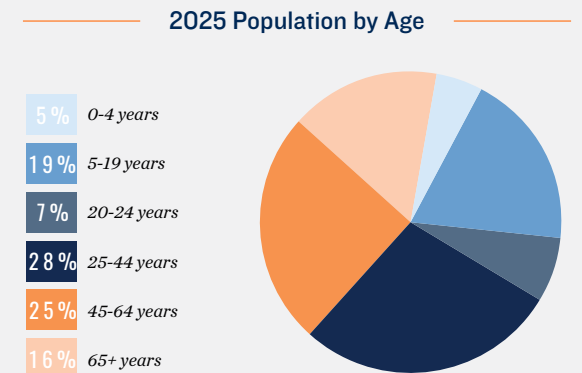
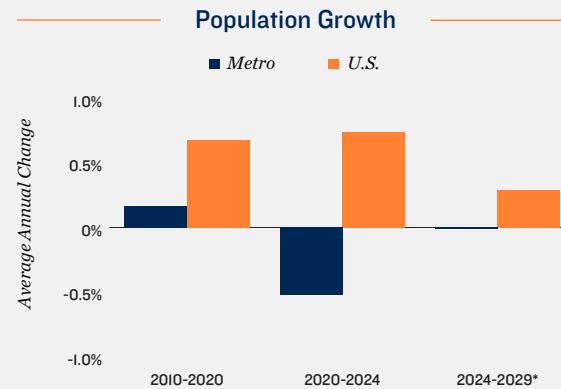
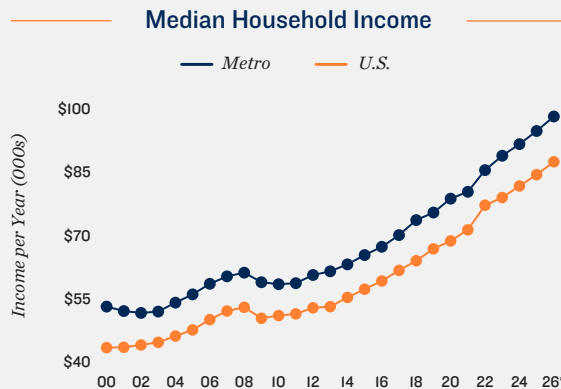


MEDIAN AGE  
**39**  
U.S. Median:  
39



MEDIAN HOUSEHOLD INCOME  
**\$96,000**  
U.S. Median:  
\$76,000

\* Forecast



\* Forecast

Sources: Marcus & Millichap Research Services; BLS; Bureau of Economic Analysis; Experian; Fortune; Moody's Analytics; U.S. Census Bureau

# MARKET OVERVIEW

Gates Washer and Manufacturing, LLC

## QUALITY OF LIFE

The Chicago metro has something to offer each of its residents and visitors, whether it is legendary blues and jazz music, cultural and educational venues, professional sports, dining, entertainment, shopping, or recreational amenities.

The Chicago area's relative affordability is largely due to its lower housing costs. The median home price is significantly less than in other cities of its size and is below that of many smaller cities, including Seattle and Denver.

Cultural activities and artistic venues underpin the metro's cosmopolitan lifestyle. The region is home to various well-known museums, including the world-class Field Museum, Shedd Aquarium, the Museum of Science and Industry, the Art Institute of Chicago, and Adler Planetarium. The theater scene rivals the world's best, and troupes, dance companies, symphony orchestras and music venues abound. Chicago is also home to the upcoming Obama Presidential Center, which is set to open in 2026.

\$367,000

Median  
Home Price



70

Museums



29

Miles of Shoreline



## SPORTS

Baseball | **MLB** | Chicago Cubs

Baseball | **MLB** | Chicago White Sox

Football | **NFL** | Chicago Bears

Basketball | **NBA** | Chicago Bulls

Hockey | **NHL** | Chicago Blackhawks

Soccer | **MLS** | Chicago Fire FC



## EDUCATION

- DePaul University
- The University of Chicago
- Northwestern University
- Loyola University Chicago
- University of Illinois Chicago



## ARTS & ENTERTAINMENT

- Adler Planetarium
- Shedd Aquarium
- The Field Museum Chicago
- Museum of Science and Industry, Chicago

Sources: Marcus & Millichap Research Services; BLS; Bureau of Economic Analysis; Experian; Fortune; Moody's Analytics; U.S. Census Bureau

SEC. 5 GATES WASHER AND MANUFACTURING, LLC

# Offering Procedure

- Offering Procedure

# OFFERING PROCEDURE

Gates Washer and Manufacturing, LLC



## Offering Procedure:

The Property is being marketed exclusively by Marus & Millichap. Investors are requested to bid a purchase price based on a Year-1 NNN rent of \$247,860. This is a confidential, all-cash investment sale offering being presented to prospective investors on a principal-only basis. Ownership will consider all circumstances relating to each proposal, including price, contingencies, and the financial capacity of each investor to perform.

## All Offers Must Be In Writing And Include The Following:

- The purchase price and capitalization rate based on a net operating income of \$247,860
- The source of the purchaser's capital (including debt and equity)
- The amount of earnest money deposit
- A detailed list of contingencies, including but not limited to committee approvals required to close the transaction
- A detailed schedule outlining the proposed timing for due diligence and closing
- Allocation of closing costs



## Exclusively Listed By

**Marcus & Millichap**  
TAG INDUSTRIAL GROUP

### Reese Isacson

Associate Investments  
Chicago Downtown  
Direct: 312.327.5459  
Reese.Isacson@marcusmillichap.com  
IL #475.216053

### Tyrell McGee

Associate Director Investments  
Chicago Downtown  
Direct: 312 327 5408  
Tyrell.McGee@marcusmillichap.com  
IL #475.207189

### Tyler Sharp

Senior Director Investments  
Chicago Downtown  
Direct: 312 327 5446  
Tyler.Sharp@marcusmillichap.com  
IL #475.177869

### Financing:

### Matt Smego

Senior Director, Capital Markets  
Chicago Downtown  
Direct: 312.327.5425  
Matthew.Smego@marcusmillichap.com