

Opportunity

BN000037983 – Distributor of Wooden and Synthetic Products

Location: Southeast US



The company is a wooden and synthetic products distributor primarily serving the marine industry across the Eastern US, Canada, Caribbean, and the Middle East.

Bids Invited

Key Aspects

- Revenue grew at a compound annual growth rate (CAGR) of 15.3% from 2018 to 2021
- Exclusive distributorship of a synthetic-decking brand in North and South America
- Extensive product range of over 25 wooden and synthetic panel products
- Sales presence on three continents
- Low customer concentration
- Member of the National Marine Manufacturers Association

Key Indicators

Period Ending	Revenue Source	Revenue '000
12/31/2018	Tax Returns	\$4,268
12/31/2019	Tax Returns	\$4,458
12/31/2020	Tax Returns	\$4,625
12/31/2021	Tax Returns	\$6,546

In order that we may obtain our client's permission to release the Information Memorandum, please contact:

William Sullivan
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Opportunities

- Expand locations across North America and the Middle East
- Capitalize on industry growth
- Utilize operating facilities' capacity availability
- Implement a strategic marketing plan to expand market share

Headquartered

- Southeast, US

Current Markets

- The company provides its products to the marine, furniture, construction, and consumer industries across the Eastern US, Canada, Caribbean, and the Middle East.

Real Estate

- The company operates from two facilities totaling 34,000 sq. ft. Both sites have room for continued growth. The owners of the company own both buildings and are willing to include them in the sale or enter into a long-term lease.

Shareholder Objectives

- The company is owned by two shareholders, one of whom is inactive. The active shareholder is seeking retirement but is willing to remain with the company for a transitional period.

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