

Opportunity

BN000047174 – Promotional Product Supplier with OEM Capabilities

Location: Mid-Atlantic United States



The company specializes in supplying a full range of promotional products and marketing services. Promotional products represent a \$20.6B industry that has demonstrated consistent growth in both utilization and merchandising. The company offers over 300,000 products, including OEM (custom manufactured) products with a history of working with some of the top companies in the US.

Bids Invited

Key Aspects

- Established and reliable supply chain for products
- Vertical integration in all areas: production, warehousing, distribution & in-house decoration
- Strong balance sheet with “zero” debt, strong cash flow and potential for continued growth
- No limit to potential customers in the business-to-business focus that has been the company strategy for 35 years
- Established brand name and outstanding reputation for dedication to customer service

Key Indicators

Period Ending	Revenue Source	Revenue '000	Gross Profit '000	Adj. EBITDA '000
9/30/2020	Internal	\$4,337	\$1,003	\$417
9/30/2021	Internal	\$6,180	\$1,923	\$1,284
9/30/2022	Internal	\$11,072	\$2,912	\$2,225
3/31/2023	TTM	\$14,069	\$3,771	\$3,081

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

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Opportunities

- Expand focus on the use of Recyclable Polypropylene and Biopolymers like PLA, specifically to replace single-use plastics that are being regulated out of use
- Expand inventory management to respond to increased demand
- Explore options to reinvest revenues in additional equipment to increase vertical integration competencies
- Implement a subscription-based service where existing proprietary software can be sold and generate recurring revenue

Headquartered

- Mid-Atlantic United States

Current Markets

- The company is an industry agnostic B2B supplier that sells products to businesses and corporations in many different sectors.

Real Estate

- The company operates from three facilities leased from an unrelated third party consisting of two suites for office space and one suite as a warehouse. The office spaces are 6,800 sq. ft. and 7,800 sq. ft. and the warehouse is 5,500 sq. ft.

Shareholder Objectives

- The company has two shareholders who are seeking retirement. Both owners are active in the management of the business and are willing to stay for a transition period. The owners are open to various deal structures.

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