

Zoellner, Garten & Co.

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Acquisition Opportunity – Client 2104 Manufacturer of Sales Support Materials

Description. The Business produces samples of products for manufacturers of building products. The samples are provided to their customers to support sales. The samples allow potential customers to see and feel the product which creates desire and demonstrates the value and quality of the products.

Niche. They produce a higher quality product less expensively and faster than the manufacturers have done it, which is why this service is outsourced.

Opportunity. Current ownership has been selective in efforts to grow the business due to space constraints. There are many potential growth opportunities which can be discussed with the Owner.

Financial. Annual revenues have been around \$1 million. Gross margins are high as materials are provided by the manufacturers. Adjusted EBITDA has been between 25% and 30%.

Personnel. There are eight employees plus the owner. They have considerable skills and produce “standard shelf stock” and “custom made-to-order” samples.

Personal Property Assets. The Business has everything related to making, cutting, labeling, and shipping samples – a one-stop shop!

Facility. The facility is owned by the owner of the Business. There is limited space to increase manufacturing as there is not a lot of room to expand. The owner desires to sell or lease the facility.

Competition. The main competition is the manufacturers and contractors doing it themselves. Many have tried and have struggled, mostly as it’s a small part of their business, despite the importance to their customers having samples as a sales tool.

Reason for Sale. The owner will retire after any reasonable transition period.

Asking Price. Please contact us to discuss.

To Learn More: If interested, please contact us. Buyers must agree to the terms of our Confidentiality Agreement (CA) and submit a Buyer Profile. Please visit our web site to review the CA and complete the Buyer Profile.

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