

Distributor of Industrial Supplies to Aerospace, Military, Utility Markets
Price: \$6.4 million

20+ year history in distribution of off-the-shelf and customized industrial products to the aerospace industry, military, utility companies, commercial airlines and large corporations. Products range from adhesives, tapes, raw chemicals, sorbents, to wire and cabling. Also provide customized kitting, private labeling and packaging. ISO 9001:2015, AS9120, AC0056 certifications. Revenues for year ending 2-28-23 were \$13 million with a net profit of \$1.3 million and Adjusted EBITDA of \$1.7 million.



Financial Summary

	2-28-23	2-28-22	2-28-21	2-28-20
Revenues	13,006,007	13,420,428	17,629,753	19,519,403
Net Profit	1,316,766	297,833	494,762	518,583
Adjusted EBITDA	1,715,468	571,356	724,029	732,502

Investment Highlights

- The Company is a Premier Industrial Distributor with a large Fortune 100 manufacturer, and distributes for numerous manufacturers in its product categories.
- Slitter and Logger machines provide the ability to deliver highly customizable products at lower costs to the customer.
- Existing personnel have expertise in government sales and deep knowledge of military specifications; providing significant opportunities for sales growth in federal and local government and military sales.
- New revenue prospects are available by expanding the existing repackaging services for smaller distributorships selling into the government and military markets.
- Additional revenue and efficiencies can be found through technology improvements, e-commerce and outside sales development.



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