

Sale Opportunity – Listing 1782

Proven, National, 3PL Distributor & Designer of Lighting Products

2022 EBITDA: \$1,451,853 / 2022 Revenues: \$13,808,873 / 17 Employees



OPPORTUNITY OVERVIEW

Erin O’Leary of BayState Business Brokers has been retained to sell a group of related companies. The main company is a leading supplier of lighting and related supply products to the Trade Show and Exhibit Industries – boasting a rich history spanning over 44 years. The Group is widely recognized for offering an extensive range of luminaries, supply products, accessories, and professional services, all provided by a single supplier, making it one of the most comprehensive options available in the marketplace. Featuring a 20,000 sq. ft. facility, the Group is able to hold substantial inventory on hand in order to meet customer requirements on short notice. To provide added value to customers and help them achieve their objectives, the Group offers complimentary design layout services, as well as lightning and wiring diagrams. Thanks to its vast industry-related knowledge, the Group has exclusive contracts with a number of major lighting and supply products brands.

TRANSACTION RATIONALE

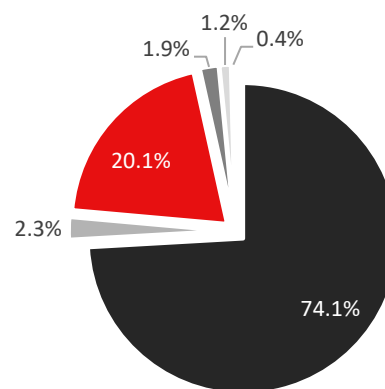
Established in 1979, the main company previously sold power outlet strips and products produced by a renowned fasteners company.

The Group has grown to become a prominent national supplier of lighting and supply products, with a strong market reputation built through activity in the national industry trade association.

Despite the COVID-19 pandemic and associated supply chain disruptions, the Group has been able to maintain its profitability over the past few years, due primarily to its ample inventory levels by ordering products in anticipation of customer needs, enabling the Group to mitigate shipping issues and secure components that were otherwise in short supply. They also secured a contract with the world’s leading packaging solution company, in order to supply a product used, in the manufacturing of a product for an S&P 500 company.

Purchase of this company represents an opportunity for international suppliers of electrical equipment to expand their geographic footprint, or U.S.-based wholesalers of electrical equipment and lighting to broaden and diversify their existing product lines.

THE Group’s REVENUE BY PRODUCT/SERVICE



- Lighting Products
- Supply Products
- Fulfillment Services
- Commodity Products
- Contract Manufacturing-Surfaces
- Application Engineering



BIGGEST GROWTH OPPORTUNITIES

- Team expansion
- Up-selling opportunities
- Expansion of supply products customer base
- Online sales
- Comprehensive lighting product line
- Supply products portfolio
- Highly-skilled, crossed-trained employees

INVESTMENT HIGHLIGHTS

Projected (stable) annual revenues exceeding \$10 million, with exclusive contracts in place with repeat month to month sales

Nationwide presence, with a capacity to serve clients throughout North America

Stable business relationships and contracts in place with renowned suppliers

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