

# INDUSTRIAL PRINTING SUPPLY COMPANY FOR SALE

Location: Ontario

## COMPANY OVERVIEW

- The Company has been providing exceptional service to the printing industry across North America for over 35 years
- Turnkey operation
- Experienced technically trained salespeople and staff
- Distributor and convertor of printing products and value-added services for the offset printing industry – primarily supplying to flatbox litho printers
- Customer service is available 24/7
- The Company offers seminars and training to their clients and have access to the technical expertise of their manufacturers



## OPPORTUNITY



The Company has a strong brand name, has won numerous industry awards and is considered a leader in the industry.

They have strong, long-term relationships with a large, nationally diversified client base. With only a small segment of US clients there is opportunity to further expand sales into that market.

The Company would fit well as a tuck-in acquisition that could provide a complimentary product line, technology and market share. There is also the possibility to collaborate with competitors to create economies of scale thereby protecting margins.

## FINANCIAL INFORMATION

Years Ended September 30	2016	2017	2018	2019 (Forecast)
Revenue	\$ 3,815,412	\$ 3,745,183	\$ 3,737,719	\$ 3,870,000
Normalized Operating EBITDA	\$ 491,824	\$ 628,345	\$ 558,063	\$ 605,500

## REASON FOR SALE

Owner wishes to retire and is available for a transition period.