



FACTUM

File No. 180413

Description: Industrial Printing Supply

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	2017	2018	2019	2020 (Forecast)
Revenue	\$ 3,745,183	\$ 3,737,719	\$ 3,543,072	\$ 3,375,000
Normalized Operating EBITDA	\$ 628,345	\$ 558,063	\$ 426,858	\$ 413,000

REASON FOR SALE

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

CONTACT DETAILS

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