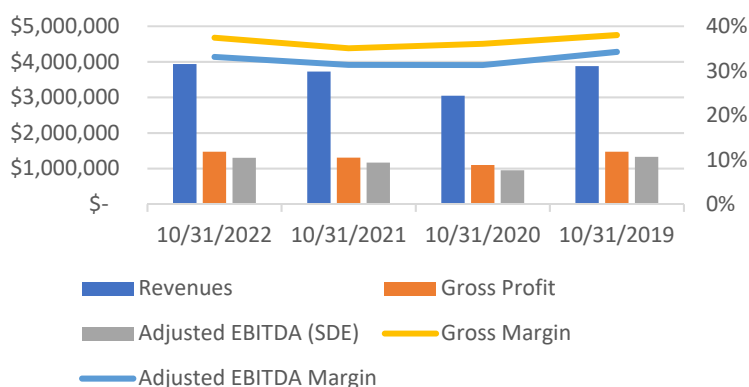




Division 10 Wholesaler/Distributor - Acquisition Opportunity

Brentwood Growth has been retained to represent a well-established Division 10 Wholesaler/Distribution company that has been providing primarily Division 10 products throughout New Jersey for over 50 years.

Financial Overview

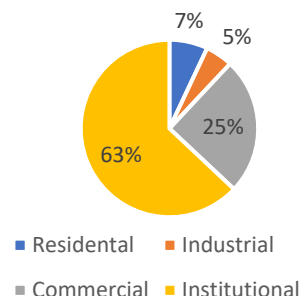


The Company

- Sales of Division 10 products primarily within 1-hr of the company's office in NJ.
- Consistent 35%+ Gross Margin partnered with low overhead costs.
- Approx 80% of sales include a service aspect which is outsourced to various 1099 contractors.
- Minimal customer concentration, the largest customer making up approx. 10% of revenue.

	10/31/2022	10/31/2021	10/31/2020	10/31/2019
Revenues	\$ 3,935,531	\$ 3,724,081	\$ 3,047,188	\$ 3,878,592
Gross Profit	\$ 1,473,797	\$ 1,305,292	\$ 1,098,905	\$ 1,474,699
Adjusted EBITDA (SDE)	\$ 1,303,714	\$ 1,166,087	\$ 953,307	\$ 1,328,617
Gross Margin	37%	35%	36%	38%
Adjusted EBITDA Margin	33%	31%	31%	34%

Customer Breakdown



Investment Highlights

- Strong EBITDA margins
- Established repeat Customer & Supplier bases with 50+ years track record of success.
- Company currently passes on approx. 40% of requests for bids received leaving a large upside for fast growth.

Transaction Opportunity

- The owners are looking to exit, however are willing to remain with the business for up to two years to assure a smooth transition for any acquirer.

This Company provides an excellent roll-up opportunity for companies in the industry or a stable base to break into the New Jersey market. For interested qualified investors, please contact us at 908-377-7807 or email at jbartlett@brentwoodgrowth.com. No brokers please. Thank you.



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