

# Confidential Sales Profile Outstanding Acquisition Opportunity

## Print & Mail Facility in Greater Washington DC Area Sales Price: \$3,600,000



Printing Facility



Mailing Facility

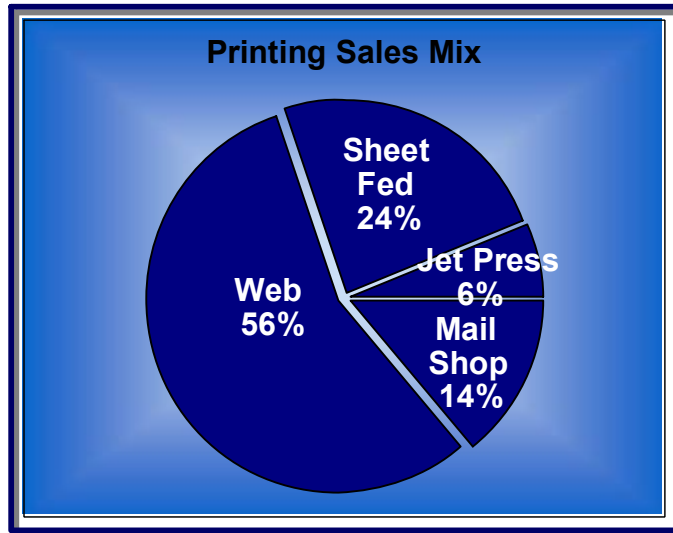
### Business Overview

For over 40 years, this Greater Washington DC area business has been one of the leading commercial printing companies in the Mid-Atlantic Region. Operating from a 40,000+ square foot facility, this Business offers a full complement of printing, binding and mailing services. The revenue in FY 2008 was \$8.5M.

The opportunity for the right synergistic buyer lies in purchasing the revenue stream, customers, and sales organization. The owner is willing to provide up to 60%, plus interest, in Seller Financing to the right buyer. The owner is flexible and willing to structure a sales transaction favorable to the buyer. The buyer would have the first right of refusal to purchase all tangible assets of the business.

The current owner is retiring for health reasons, hence the sale of the business.

## Up to 60% Seller Financing plus Interest Available for Qualified Buyers Substantial Opportunities for the Right Synergistic Buyer



**Diverse and Growing Customer Base**

- ▶ Large and loyal customer base of commercial and non-profit clients
- ▶ Top 6 customers account for less than 40% of revenues

**Proven Sales and Executive Team**

- ▶ Senior sales executive with 34 years of company experience is desirous of continuing with the new owner.
- ▶ The 7 sales and support team could be available to the buyer

**Highly Attractive Market**

- ▶ Strategically located in Mid-Atlantic region of the US
- ▶ Substantial opportunity exists to build government and non-profit customer base
- ▶ Current owners project sales could increase by 20% from the existing customer base

**Substantial Synergies for Strategic Buyer**

- ▶ FY 2008 revenue \$8.5M
- ▶ Previous 4 FY years averaged \$9.0M per year in revenue
- ▶ Identified synergies with strategic acquirer could grow revenue and earnings substantially

All prospective purchasers will be required to sign a Non Disclosure Agreement along with providing proof of being able to financially purchase these assets prior to Bay Business Advisors disclosing exact information about this business. For more information about this business opportunity, please contact Richard Stopa (RStopa@BayBusinessAdvisors.com) at 703.476.3996