



Acquisition Opportunity

PLASTIC TABLEWARE MANUFACTURER

Business Description:

The Company specializes in injection and blow molding of plastic food service items (50% of 2015 sales) and decorative promotional products (50%). It manufactures thousands of SKU's including trays, vases, napkin holders, bowls, display ware, drink ware, pitchers, ice buckets, serving utensils, plates and platters, cups, lids, and other accessories. The Company targets broad industry segments, including mass retailers (35% of 2015 revenue), food service distributors (23%) promotional product firms (18%), retail and party stores (11%), grocery food service establishments (7%), packaging and catering operations (4%), export markets (1%), and other segments (1%).



Distribution:

It currently operates from two facilities, both utilized for manufacturing, warehouse, and office purposes. The headquarters facility is located in the Northeast US and comprises 53,000 square feet, and the second facility is located in the /southeast US and comprises 62,500 square feet. The facilities are currently staffed by a total of 35 full-time employees.

Operational Strengths:

Due to the Company's reputation, long-term presence in the industry (55+ years), and broad in-house capabilities, its recurring account retention rate exceeds 65%. The Company's structure, proprietary design methods, molds, equipment capabilities, design expertise, and management systems are designed to provide clients with interdisciplinary design and manufacturing services

Financial Summary			
	<u>2016 Est by Seller</u>	<u>2015</u>	<u>2014</u>
Revenue	\$3,400,000	\$3,220,000	\$3,506,000
EBITDA	\$784,000	\$741,000	\$780,000

Other Highlights				
Location	Financials	Management Team in Place	Years in Business	SIC Classification
Northeast U.S	audited	yes	55	3089

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10/4/2016

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