

## Wholesale Distributor of Packaging Materials

NVC2094

This Midwest Company specializes in the wholesale distribution of premium tape and various niche packaging materials to diverse customers in various industries. An extensive product line includes tapes, bags, interior packaging, films, strapping, and envelopes, as well as labels and related laminates. The Company is well known for its commitment to high quality products, competitive pricing, and packaging expertise that are backed by excellent service. Its established reputation, along with its vast product offering, has generated a loyal customer base. This is an excellent opportunity for a company seeking to add-on a complimentary product line or an entrepreneur seeking an established wholesale distribution opportunity.

The Company consistently achieves strong gross profit margins and is well-poised for continued growth and success. Revenues are less than \$1 million with an impressive adjusted EBITDA of nearly 40%.

### INVESTMENT HIGHLIGHTS

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**Complete Product Offering** – As a single source supplier, it has the ability to distribute a wide range of standard and niche shipping products and packaging materials. The Company distributes materials of only the highest quality.

**Loyal Customers** – Because of the Company’s continually enhanced product offering, consistently efficient service and commitment to long-term business relationships, it has developed tremendous partnerships. This has resulted in many long term customers.

**Industry Diversification** - The Company distributes its products to a diverse group of customers. Companies in the food, global marketing, injection molding and technology industries represent the majority of its sales.

**Established Reputation** – It is dedicated to offering superior products at competitive prices, all the while maintaining the best service available to customers. Proven performance in the areas of quality control, reliability and customer service has given it an extraordinary track record and is a testimony to its reputation in the industry. The Company has the expertise to supply its diverse customer base with the superior packaging and shipping products they need.

**Inventory Management** - Inventory is very controlled and efficient with its successful system in place. By utilizing inventory control and management, organizational goals are consistently being met in an effective fashion. This well-managed Company maintains the best use of facility space.

### GROWTH OPPORTUNITIES

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**Increase Sales and Marketing** – Sales and market share growth could be stimulated by adding additional in-house sales staff or commissioned independent sales representatives. A greater Internet presence, enhanced by a company website with search engine optimization (SEO), web marketing, secure online ordering and e-brochures, could be beneficial. Custom marketing materials and product line catalogs could dynamically increase company branding and exposure, in turn expanding its market presence.

All inquiries or communications concerning the Company should be directed to:

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