

Wholesale Label Distributor NVC2098

This Company is a nationwide distributor and manufacturers' representative of pressure sensitive labels and numerous related items. It has expertise in data constructions, scale labels, prime labels, blank labels, and variably bar coded items. Using a wide variety of trusted suppliers and vendors, it is a rare full service label company. Specialization is in the retail supply chain selling to wholesalers, other distributors, retailers and consumer product manufacturers. Many long standing relationships, as well as a strategic partnership with a major international manufacturer of equipment for the food service and food retail industries, have facilitated consistently strong customer leads and considerable growth.

With revenues of less than \$10 million and an impressive adjusted EBITDA of nearly 15%, this Company sees itself on a clear path to continue to experience substantial growth in the next five years.

INVESTMENT HIGHLIGHTS

Superior Branding – For over two decades, the Company has enjoyed a superior reputation. Its focus on quality label products, proven performance and expertise, as well as reliable customer support has provided the Company with an established track record and superior brand presence. Quality and integrity is embedded in the Company's culture.

Strategic Relationships – The Company focuses its business on the retail food supply chain, a profitable, recession-proof industry that is highly resistant to operational change. Additionally, an alliance with an industry leader in food equipment manufacturing, as well as a large, publicly traded, nationwide store has resulted in recurring revenue streams.

Expansive Geographical Reach – Ample operational capacity, as well as consistent industry demand enables the Company to service clients located throughout the United States, as well as internationally.

Seasoned Management Team - The Company's management team is well-respected in the industry and among peers for its vast industry experience. They have given the Company a distinct edge due to their forward-thinking diversification strategies, innovation, technical savvy and efficient organizational structure. They are willing to stay with the Company for a period of time to assist with a smooth transfer of ownership.

Market Presence – The Company's market share has increased in recent years, growing over 20% annually. The increased demand in this high margin, niche industry is reflected in its growing EBITDA and increasing revenues & profits.

GROWTH OPPORTUNITIES

Market Share Growth – The Company has exposure to the nursery & growing and entertainment industries that have not been fully developed. These industries with increased demand could be targeted. The supermarket/retail food products industry should continue to grow double digits annually for the foreseeable future.

Increase Sales Force – Through expansion of the Company's customer service and telesales efforts, it is believed that business could double in the next five years.

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

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