

## Wholesale Distributor of Specialty Fasteners & Related Steel Accessory Products

For many decades, the Company has specialized in the distribution of high quality specialty fasteners and related steel accessory products, including premium name brand contracting and O.E.M supplies, for a diverse customer base. The Company is renowned for supplying competitively priced, top-quality, name brand products that are backed by excellent service. The Company's established loyal customer base and broad diversification of its products has generated an excellent reputation.

The Company has experienced considerable growth and consistently achieves strong gross profit margins. The Company has revenues of less than \$8 million and an impressive adjusted EBITDA of more than 8%. The Company is well-positioned for continued growth.

### INVESTMENT HIGHLIGHTS

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**Full Line of Specialized Product Offerings** – The Company distributes high quality, name brand specialty steel products, including contracting and OEM supplies to diverse industries. Continuing its commitment to service, the Company continually develops its product offerings to meet its customers' needs. The Company maintains a full line of stocked inventory products.

**Well-Established Reputation for Quality and Service** – The Company's proven performance in the areas of quality control, reliability and customer service has given it an extraordinary track record. The Company has the expertise to supply its varied customer base with the products they need.

**Long Term Customers** – Because of the Company's effort to be exceptional and commitment to long-term business relationships, it has developed tremendous partnerships with its vendors and other companies. This has resulted in many long term customers who share its dedication.

**State-of-the-Art Technology** – To ensure efficiency, the Company utilizes state-of-the-art wholesale distribution software. This specifically designed integrated system provides superior distribution and information management.

### GROWTH OPPORTUNITIES

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**Market Share Growth** – The Company has adjusted its business model to adapt to the changing conditions in the industries it serves. The Company is researching expansion into the housing industry, as well as universities and municipalities as a way to increase revenue and profits.

**Product Mix Expansion** – The addition of MRO (maintenance, repairs, operating) products could be a growth area and opportunity for the Company. MRO products are represented in varied industries but could be targeted to profitable leading industries such as manufacturing and those in alternative energy.

**Increased Marketing** – Sales growth could be stimulated by adding in-house sales staff or commissioned independent sales representatives. A greater Internet presence, enhanced by web marketing and e-brochures, could be beneficial.

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

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