

## Company Offered For Sale:

# Contract Manufacturing and Label Converting Company

This diversified B2B company was founded in the 1990's to build printed circuit boards and other electronic assemblies for high tech and industrial customers. The Company has since diversified into label converting and label printer manufacturing, but contract manufacturing remains an important part of the business, generating 37% of sales and 19% of gross profit in 2022.

The Company produces printed and blank pressure-sensitive labels for supply chain management and consumer branding. The Company also manufactures and services its own brand of durable label printers. The label and label printer business accounted for 63% of sales and 81% of gross profit in 2022.

### Durable Label Specialists

The Company specializes in technical, multi-layered, durable labels for heavy industry.

### Long-term Customers

Their top 10 customers have been doing business with them for an average of more than 14 years. Three of the top 10 customers have been with them for more than 20 years.

### Customer Diversity

The Company serves customers in a wide range of end use industries including aerospace, automotive, heavy truck, materials, industrial automation, residential and industrial construction, and specialty foods.

### Experienced Management Team

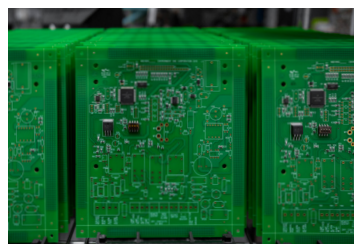
The three-person, non-owner leadership team averages 18 years with the company. They manage all day-to-day marketing, sales, manufacturing and accounting operations.

### Summary Profit and Loss Statements

	2020	2021	2022	Nine Months September 2023
Sales	5,701,544	6,500,927	7,892,182	6,216,084
Cost of Goods Sold	3,613,551	4,008,911	4,686,260	3,329,457
Gross Profit	2,087,993	2,492,016	3,205,922	2,886,627
<i>Gross Profit % to Sales</i>	36.6%	38.3%	40.6%	46.4%
E.B.I.T.D.A.	731,232	1,007,007	1,350,334	1,540,417
<i>E.B.I.T.D.A. % to Sales</i>	12.8%	15.5%	17.1%	24.8%



▲ Durable labels are made with polyester, nylon, Kapton, vinyl, valeron and other synthetic materials.



▲ Printed circuit board assembly.



◀ ISO certification facilitates sales to industrial companies requiring vendor quality certification.



▲ Electronic assembly.

**VENTURE 7**  
advisors

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Venture 7 Advisors is acting as The Company's exclusive advisor in the proposed transaction and its fees are paid entirely by the seller.