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## ACQUISITION PROFILE – BUYER 7222

### MIDWEST BASED MANUFACTURING & DISTRIBUTION BUSINESS

#### ABOUT THE COMPANY

The Company is a privately held domestic and off-shore manufacturer and distributor of commercial products. They have been in business for over 30 years.

The Business seeks to continue to grow through acquisitions. They made an acquisition in 2015, are finalizing a second in 2016, and want to continue to acquire good businesses. They have significant capital for acquisitions, for working capital and to fund growth, They have successfully integrated acquisitions and have a strong management team.

#### INVESTMENT CRITERIA

- **BUSINESS MODEL**

Established Businesses are preferred. The Distribution model is familiar and of significant interest. Strong product lines are desired. Businesses serving Industrial, Medical, Aerospace, and Energy are desirable. Strong brand recognition and reputation are important. Businesses that have one or two dominant customers or suppliers are less desirable.

- **LOCATION**

The preference is for businesses a) located within 100 miles of Southwestern OH and in the Houston TX area as they have a presence there.

- **SIZE**

Target Annual Revenue is less important than what the business does. Ideally, Companies with Annual Revenue of \$1 million to \$15 million are the focus. EBITDA is less important than the opportunity.

- **FUTURE OPERATIONS**

Existing Management and Employees of acquisition businesses can be assured that business continuation is paramount.

*If you know of a Business that could possibly fit the above profile or if you would like to discuss an opportunity, please contact us to have a confidential discussion.*