

## Value-Added Assembler of First Aid Kits

*Located in Eastern U.S.*

Revenue:      FYE 2004 - \$6.61MM      EBITDA - \$1.12MM

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### Investment Highlights

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- **Excellent Profitability** – The Company's pre-tax earnings have increased in each of the last three years, including earnings in excess of 15% in fiscal 1999.
- **Debt-Free** – Historical expansion has been financed through retained earnings.
- **Diversified Customer Base** – The Company's customer base, in excess of 400 active accounts, spans a broad range of industries.
- **Outstanding Industry Reputation** – In its over 20 years of operations, the Company has established a solid presence and reputation in the industry, featuring quality products, excellent service and competitive prices.

### Please Contact for More Information:

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212.804.8282  
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**Client #P-1207**

## **Value-Added Assembler of First Aid Kits**

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### **Business Description**

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The Company assembles and distributes first aid kits and related safety products through distributors to the industrial, government, public utility and niche retail markets. The product line includes first aid kits, refills and kit components; wound care, burn, biohazard, outdoor protection and CPR products; and OTC industrial medications.

Founded in 1978, the Company markets its products through distributors and directly to end-users throughout the United States with concentrations in the Northeast (42% of revenues), Midwest (41%) and Southeast (11%). The Company has established a solid presence and reputation in the industry featuring excellent service, quality products, and competitive prices.

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### **The Opportunity**

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Our Client represents an outstanding acquisition opportunity for industry participants. While the owners have enjoyed building the business to its current size and profitability level, they desire to refocus their time and energies toward retirement activities. The current owners have indicated a willingness to stay for a transition period if so desired by new management.

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