

Available for Acquisition or Merger

Distributor of High End Imported Specialty Baking Ovens, Machines and Related Products

Exclusive US distribution rights for specialty high quality;
high end imported product line

Special BEMA Release Only

Location: Northeast

2006 Sales: \$6,981,000

2006 EBITDA \$1,416,000

The Company's business model and platform provides a partner or acquirer the opportunity to continue the business in its present form, grow the business on a nationwide basis or use the Company as a platform to sell additional products into the same market.

- **Exclusive Distribution:** The Company has exclusive distribution rights in the United States for this high end product line. This is a high end; high margin product.
- **Nationwide Reach:** The Company is able to sell and service the products on a nationwide basis.
- **Excellent Reputation:** The Company has built, over its 20 year history, an excellent name and reputation in the market that can be transferred to a partnering or acquiring company.
- **Platform in Place:** The Company provides an existing sales, service, operations and marketing platform to add new products or to grow the business organically with the existing product line.
- **Turn Key Operation:** The Company has a total turn key operation ready for new partnership/ownership to step into with a minimal learning curve.

For further information regarding **Client # 1016**
you are invited to contact:

eMerge M&A

eMerge M&A, Inc.
295 Madison Avenue, 12th Floor
New York, NY 10017
212.804.8282
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Distributor of High End Imported Specialty Baking Ovens, Machines and Related Products

**Exclusive US distribution rights for specialty high quality; high end imported product line
Poised for expansion within multiple geographic markets**

Special BEMA Release Only

- **Market Reach/Add- On Products:** The Company has a significant presence in its market and is poised to add on new products regularly used by the existing customer base. A partner or acquirer can either sell their current and complimentary product line or add new lines.

Business Description

The Company distributes a variety of European-built commercial bakery equipment to customers throughout the United States. The product line includes baking machines, ovens, mixers, proofing equipment, water chillers/meters and others. Our client has exclusive distribution rights to sell this high end product line in the United States.

Our client derives revenue from sales of baking equipment (80% of sales), parts (10%), accessories (4%), and related products (6%). Management estimates the average dollar sale on equipment to be \$35,000 to end-users, and approximately \$25,000 to dealers.

Geographic markets covered include the East Coast (40% of sales), West Coast (30%), the Midwest and South (30%) The customer base consists of higher end; higher margin customers that desire the higher end products. The base consists of specialty retail bakeries (32% of sales), wholesale bakeries (22%), equipment dealers (18%), service and repair contractors (10%), home bakers (3%), food service providers such as hotels and restaurants (10%) and others (5%).

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