

Internationally Recognized Manufacturer and Marketer of Industrial Cutting Tools

For Converting Tissue & Paper Towels, Metals, Print and Recycling

2021 Projected Revenue \$20.5M

2021 Projected EBITDA \$1.5M

Investment Highlights

- ***Leading Manufacturer of High-Performance Industrial Cutting Tools:*** Supplies a large selection of consumable knives, saws, and shear blades to a variety of industries with diversified products for special cutting applications used primarily in the production of tissue and paper towels, metals, and recycling.
- ***Outstanding Brand Recognition:*** The Company's outstanding reputation, technical expertise, and well-known trademarks add value to this global brand. As the leading supplier of a consumable mission-critical component necessary for tissue production, the Company generates a significant and reliable non-cyclical revenue stream.
- ***Domestic Market Share Leadership with Global Growth Opportunities:*** Well-positioned to leverage domestic market share and take advantage of significant international growth opportunities. Current customers are among the top tissue and towel producers worldwide, representing over 50% of the total market. Sales Regions: 85% NAFTA Region, 5% Asia/Pacific Region, 5% Europe, 4% South America, 1% Middle East.
- ***Delivering Added Value to Customers with Technical Sales and Support:*** High-performance blade coating options and edge grinding systems provide product differentiation with valuable after-market technical support.
- ***High Barriers to Entry:*** Recent capital equipment investments along with established key customer and supplier relationships, skilled craftsmen, and a highly technical field sales force, combined with exclusively licensed patented coating processes and technology provide a significant barrier to entry for new competitors.
- ***Strong Management and Financials:*** An experienced management team and skilled manufacturing workforce historically generates \$20 million annually through recurring sales to well established customers contacts.

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