

Available for Acquisition

Manufacturer, Retailer and Wholesaler of Wood Shavings and Pellets

Niche Market Serving Clients in the Cattle, Livestock and Equine Industries

Central United States Est. 2011 Revenue \$5.18 MM Est. 2011 EBITDA \$980,000

Investment Highlights

- ✦ **Niche Business:** The business is well known regionally for providing high quality products and excellent service to its customers. It is also the state's only producer of wood pellets, animal bedding products and an attractive alternative fuel for home heating. The materials used to create wood pellets are a by-product of grading wood shavings, so they have no additional cost to the business. Demand for pellets continues to increase.
- ✦ **Steady Demand:** The region has many horse owners—three times the national average. Therefore, there will always be a demand for the business's products.
- ✦ **Ready Supply of Raw Materials:** The business has established excellent, long-term relationships with many suppliers, so its supply of raw materials is never an issue.
- ✦ **Longevity:** The business has a 29-year history of excellent products and service. The company is well known throughout its market.
- ✦ **Management Will Remain after Sale:** There is a stable management team in place who is highly competent and knows the business inside and out. They are able to run the business even without ownership present.

The Opportunity

The Company caters to a local and regional market that includes Central and Southern USA, including communities within a 150 mile radius of the corporate office. The business is well known throughout the region and faces no significant competition. It is also the largest producer and manufacturer of wood pellets in the region, and the closest competing supplier of wood shavings averages only 3 loads of shavings per week, in comparison to 15 or more loads per week processed by the Client # 35612. Furthermore, high barriers to entry related to start up costs and securing a consistent supply of raw materials impede competition. Additionally, the limited existence of weaker competitors has created a strong repeat-client base and a competitive ranking in the top 5% of the market.

For further information regarding **Client # 35612**

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