

## Value-Added Distributor of Windows, Cabinets, Countertops and Appliances

*Niche Service Market focused on production builders, custom home builders, commercial contractors and remodelers as well as do-it-yourselfers.*

**Est. 2011 Revenue \$18.2 MM**

**Est. 2011 EBITDA \$2.14MM**

### ***Investment Highlights***

- **Market Leading, Value-Added Distributor of Windows and Cabinets:** The Company dominates their sector in the windows market and has gained significant market share over the past few years. They are now the “Go To” distributor for windows. While they do not “make” windows or cabinets, they can custom fabricate and re-package them to suit a builder’s needs and do so in-house, without having to place an additional order to the manufacturer. They are not just a window and cabinet distributor but a true “window and cabinet shop”.
- **Highly Desirable Geographic Market:** The Company serves one of the fastest growing markets in the United States for its product mix of windows, cabinets, appliances, and countertops. Published reports indicate that in July 2011, housing starts, building permits and job creation statistics in this market were up year over year for the same period in the previous year. This activity is considered sustainable and will provide a stable and compelling return on investment, while mitigating risk associated with the building industry.
- **Superior Reputation:** Unlike some of their competition, the Company has been in business for over 70 successful years giving it a well-recognized brand name within the community synonymous with top quality products and service. In a relationship business, this Company’s reputation and visibility in the market will ensure that it remains the market leader. No client relationships are owner dependent – management team in place!
- **Well-known Suppliers:** The Company distributes some of the biggest name brands in the industry. These names are known for high quality and reliability. They are well recognized by the end users who are sophisticated enough to know the difference, which is why those customers come to The Company to get what they’re looking for.

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### **The Opportunity**

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This is an opportunity for a buyer or investor to acquire a market-leading, turnkey building products and services business with management in place and a proven track record of sustained profitability. The Company operates in a highly desirable metropolitan market, which has demonstrated greater resistance to recessionary and economic forces than most other US markets.

The Company has solidified its No. 1 position in the fast growing metro area by going above and beyond the competition through service after the sale, repairs, custom work and a sales mentality focused on anticipating and providing solutions for the needs of the builders and contractors they work with. The Company serves a geographic market of approximately 150 mile radius and unlike some of their competition, they have been in business for 74 successful years. They have a well-recognized brand name within the community synonymous with top quality products and service. Longstanding, relationships with desirable and established builders and clients have allowed them to remain highly profitable in a time when many businesses are struggling to keep their doors open. As the No. 1 company in their market, they operate under the philosophy that they do not compete with other suppliers- those other suppliers compete with them.

The Company benefits from operating within one of the healthiest construction markets in the U.S. and from their many industry connections developed over a 70+ year history. They are consistently among the top 2 or 3 vendors in the nation for several of the well known brands that they carry. A new owner will benefit from the longevity, consistency and high quality relationships that The Company has cultivated through decades of successful business.

### **The Facility**

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The Company occupies a 100,000 square foot modern warehouse facility that is more than adequate to facilitate growth beyond that reflected on the Pro Forma Income Statement. Owned by a related third party, the location is situated with easy access to major thoroughfares giving them tremendous access to vendors, customers, and a large and diverse employee base.

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