

**Systems, Services, and Supplies Company**  
**Serving the Optical, DVD, CD and CD-R Replication, and Publishing Market**

Est. 2006 Revenue: \$13,000,000    *New England Region*    Est. 2006 EBITDA \$2,799,000

### Investment Considerations

- **One Stop Shop:** The Company operates as a “one-stop-shop” solution for the optical disc publishing market. As such, the Company offers a variety of services including new and used disc replication system sales and support, facility start-ups, engineering, technical training, maintenance contracts, spare part sales as well as disc replication services.
- **Expanding Product Line:** The Company in its continual effort to provide a value add to its customers has recently expanded its product line by establishing exclusive distribution rights for plastic resins used by the customer base.
- **Growing market for Company’s products:** The overall office products and equipment wholesale industry, which includes optical disc products, is forecast to grow at an annual compounded rate of 6% between 2006 and 2009.
- **Strong Customer Base:** The Company has developed a long-standing customer base, and currently holds 30 active accounts; management estimates 30% repeat business. The Company caters wholly to the optical media market.

---

### Business Description

The Company operates as a one-stop-shop solution supplier for the optical disc market and offers a variety of services including new and used disc replication equipment system sales and support, facility start-ups, engineering, technical training, maintenance contracts, spare part sales as well as disc replication services. With an account base of 30 customers, the Company is able to support all types of DVD, CD and CD-R replication services.

---

For more information on **Client 50381**, please contact:

**eMerge M&A**

*eMerge M&A, Inc.*  
295 Madison Avenue, 12<sup>th</sup> Floor  
New York, NY 10017  
212.804.8282  
[www.eMerge-MA.com](http://www.eMerge-MA.com)