

## Offset Commercial Printer with Large Format, Digital and Custom Capabilities

Buy this turnkey, quality company to expand your products and services. You are being **specifically** contacted for this reason.

The Company's comprehensive capabilities include lithographic printing, digital services, wide-format, shipping and fulfillment, promotional products, and ancillary services.

### Company Highlights

- **Strong Reputation:** The Company is a highly regarded commercial printer, specializing in offset and digital printing and ancillary services to diverse industries. The Company's reputation for quality and service are its best "sales rep". Customers come to the Company for higher margin more complex jobs requiring greater attention to detail and quality.
- **Comprehensive Product and Service Mix:** The Company's turnkey capabilities include lithographic printing, digital services, wide-format, shipping and fulfillment, promotional products, and ancillary services. This diverse mix enables the Company to capture more business from less sophisticated competitors.
- **Repeat Business:** An enviable reputation for comprehensive capabilities, value-added services, longevity in the marketplace, and a staunch focus on quality and customer service results in excellent customer relationships and high rate of repeat business.
- **Fully Equipped:** The Company is fully equipped to provide its exemplary products and services to its broad customer base. The Company's IT Backbone includes pre-press through to production and financial management.
- **Financial Performance Ahead of Industry:** Between fiscal years 2013 and 2015, sales reflected strong growth from \$11.1 million to \$13.4 million, representing a CAGR of 10.1 percent. During that same time, the printing industry as a whole declined 1.4% per year.
- **Increasing Earnings:** In an industry with declining earnings, EBITDA over the historical period increased from \$632,374 in 2013 (5.7 percent) to \$1.31 million (9.8 percent) in 2015. This trend is expected to continue through 2016.
- **Management Team:** There is an experienced management team in place that is expected to stay on after a transaction closes.
- **Employee Base:** The Company has an employee base of 56 non-union employees that have longevity with the Company well beyond the industry average.

- Estimated EBITDA of \$1.2 M anticipated for 2016

- Located in South Central US

Sign and Return  
a Confidentiality Agreement  
to receive  
the Confidential  
Business Review  
on client: 73115

**Jamie Beckerich**  
Sr. Managing Director

Phone: 469.366.9442  
E-mail: [jbeckerich@eMerge-MA.com](mailto:jbeckerich@eMerge-MA.com)

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