

# FOR SALE: Vinyl Fabrication with 100% Wholesale to Distributors

*Raw vinyl distribution – Owner is 100% absentee!*

## Financial Overview

**List Price:** **\$2,150,000**

### Gross Sales

TTM	2022	2021	2020
\$2,296,715	\$2,085,622	\$1,571,587	\$1,473,432

### Cash Flow

TTM	2022
\$577,708	\$566,116

- **Profit Margin:** 27%

**Valuation:** 2022 Cash Flow x Multiple = Valuation  
 \$566,116 x 3.8 = \$2,151,240

## Business Information

**B2B Clients:** Wholesale only. Everything is sold to a Distributor who then uses these raw products for their clients.

**Products:** Displays commonly used for marketing or at trade shows, Vinyl Banners, and Specialty Vinyl Graphics.

**Product Mix:** 33% Vinyl Banners, 33% Tradeshow Displays, 33% Specialty Graphics.

**Space:** 8,100 sq. ft. – Nice large production facility!

**Staff:** 12 including: President, Art Director, Sales Manager, Production Manager, Several Finishers and Customer Service Associates.

**Location:** Albuquerque, New Mexico. Distribution is nationwide with a focus in the South West.

**Assets & Equipment:** \$283,724

**Reason for Selling:** Retirement/ Owner has already moved out of state.

**Current Owners' Responsibilities:** Not active, about 2-3 hours a week from out of state. He is responsible for strategic planning and financial oversight.

**Seller Training Period:** 6 months – 1 year

**Licensing or Designation (i.e., MBE, WBE):** None

**Growth Opportunities:** Social media manager and incorporating AI.

**Year Established:** 2010

## Funding Example

**Purchase Price:** **\$2,150,000**

<b>10% Buyer Down Payment</b>	\$215,000
<b>10% Seller Financing</b>	\$215,000
<b>80% Bank Loan</b>	\$1,720,000

*A 10% down payment of \$215,000 returns \$256,558 in the first year after debt payments! This business has been SBA Pre-Approved for a Qualified Buyer!*

## Description

This vinyl fabrication company distributes raw vinyl products to wholesalers and large advertising firms, their customer is not the end user. The production facility is a spacious 8,100 sq. ft. uniquely modified fabrication space. The owner has lived out of state for over 3 years, and what allows him to do this is the President who operates the company and has been there nearly 20 years. Also included on their staff is an Art Director, Sales Manager, Production Manager, several Finishers, along with Customer Service Associates. The product mix is 33% vinyl banners, 33% trade show displays, and 33% specialty graphics. The distribution network they have built is nationwide with a hyper focus in the Southwest region.

This business has been 100% SBA approved for a qualified buyer who has 10% cash down. A buyer who puts down 10% of the purchase price will receive a return of \$256K after their loan payment – this is an incredible rate of return! The cash flow for the last twelve months is \$577K, which is a 27% profit margin. There is little to no advertising, marketing, or business development, and this company is successfully operating and growing year over year by simply servicing their existing client base.

Priced at **\$2,150,000**, this business is primed and ready for a new owner who is looking to expand into the design space. The owner has offered 10% Seller Financing to show his vested interest in the continued success of the business moving forward in addition to a transition period of 6 months to 1 year.

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