

INVESTMENT

HIGHLIGHTS

SHOPPING LIST



Imagine that you are selling your company... You are working with your investment banker and/or business broker to write the offering memorandum that will be used to market your business. Which investment highlights do you want to be part of your story when you go to sell your company? Put a "✓" in the boxes of the investment highlights that you want to pursue so that when you're ready to sell your business, you'll be able to include them in your story. Which of these ideas would add the most value in a buyer's eyes for your business? The point is to start with the end in mind and then work your way backwards to build this future reality!

COMPANY NAME:

DATE:

LEADER FIRST NAME:

LEADER FIRST NAME:

LEADER FIRST NAME:

LEADER FIRST NAME:

After you have selected your final choices, submit to Jonathan by clicking here:

SUBMIT

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THE FOLLOWING IS INSPIRED BY A REAL OFFERING MEMORANDUM THAT JONATHAN WROTE DURING HIS INVESTMENT BANKING DAYS: THE NAME OF THE COMPANY HAS BEEN CHANGED TO SLAIN'S AND KEY FACTS HAVE BEEN REDACTED

PROFITABLE, GROWING COMPANY

Slain's has consistently been profitable since its inception in 1993. The Company has achieved double digit revenue and EBITDA growth in the years that new stores have opened. Proof of success of Slain's business model is evident through its high operating margin and sales per square foot of 20% and \$470, respectively. Historically, it has taken no more than seven months for a store to become profitable.

Slain's management team believes it can build on the success of its current store base while aggressively adding Slain's stores and increasing the Company's geographic footprint. Due to the success of its business model, as demonstrated by the Company's strong margins, Slain's is an ideal platform for a retail expansion plan.

STRONG MARGINS

Slain's has historically returned operating margins of 20%. This performance is achieved through Slain's customer service model, tight management of inventory, favorable relationships with vendors, and attractive leases. The Company's sales and customer service model is characterized by well-trained, full commission sales associates, and well-organized client database.

Slain's works to stock its stores so that inventory turns approximately three times a year. This churn causes an ever changing inventory that has conditioned Slain's customers to purchase items when they first see them. Merchandise does not stagnate at Slain's stores. This forces customers to make their purchases at full price and not defer until sales or discounts are run.

Finally, Slain's is often courted by mall developers due to its target demographic of upper middle class males. Slain's is often able to negotiate attractive lease terms because the presence of its stores increases mall traffic from this desirable and underserved customer segment.

ATTRACTIVE PLATFORM FOR GROWTH

Slain's management believes that the Company can be used as a platform for growth because of its proven business model and established relationships with mall developers and menswear vendors.

Slain's plans to open twelve new stores over the next three years. The stores will be located in the markets identified by Slain's management team as the most attractive for potential growth. Slain's will open multiple stores in each market in order to optimize value from overhead and advertising costs. The Company's suppliers and mall operators are supportive of the plan. Historically, Slain's has rapid profitability for new stores with stores becoming profitable in fewer than seven months.

UNIQUE SALES APPROACH

Slain's uses a unique training and sales approach to build long-term clientele. Sales associates are taught to use a relationship affirming model towards sales that gathers key information about a client's fashion preferences and needs, and later uses this information to assist in developing the customer's wardrobe. This system has built an impressive book of long-term clients for Slain's and has resulted in 80% of sales coming from return customers. Sales initiatives, such as Slain's VIP program, have helped to drive recurring purchases by extending special offers to customers on a monthly basis.

EXPERIENCED MANAGEMENT

Slain's management has approximately 60 years of combined experience in the menswear industry. All members of the senior management team have helped craft Slain's current business model and expansion plan. Management is enthusiastic about the prospect of partnering with a new owner to execute the expansion plan.

Slain's management team includes Katherine Slain, Caroline Slain and Anne Penney Slain. Each senior manager is responsible for his own aspect of the business with Dr. Slain overseeing operations and administrative functions, Ms. Caroline Slain overseeing training and staffing, and Ms. Anne Penney Slain overseeing purchasing and merchandising. Focusing on each manager's strength has helped Slain's to craft its business model and develop a well thought out plan for expanding the business.

DESIRABLE STOREFRONTS AND LEASE TERMS

Slain's has recently renewed and competitively negotiated its lease terms for numerous stores. All stores have lease terms that extend past 2030. Slain's existing leases represent visible and well placed locations for future retail success in the Slain's footprint.

GROWTH OPPORTUNITIES

Management believes there are significant opportunities for future growth in sales and profitability. The primary growth opportunities are highlighted below and further described in the Growth Opportunities section of this Memorandum.

- Store Expansion and Business Model Scaling
- Women's Apparel
- Increase Web Retailing Operation
- Increase Catalog Circulation
- Increase Off-Site Sales
- Custom Made Garments



FINANCIALS

FINANCIAL STABILITY:

The Company's revenues are at a recent all-time high, despite the lackluster state of the economy. The Company's ability to prosper for over 113 years demonstrates the stability of demand for its services.



GROWING ANNUITIZED REVENUE BASE:

Revenue from service and monitoring contracts has increased from 17% to 43% of total revenue between 2016 and 2019. Currently, the business has over 300 customers who are billed regularly on a quarterly basis.



STRONG A/R COLLECTIONS HISTORY:

The Company's average Accounts Receivable days outstanding of 29 days in 2018 were well below the 41-day industry benchmark (RMA data for similar revenue-sized companies in NAICS 423450).



STRONG NET WORKING CAPITAL:

In 2018, unadjusted current assets were approximately \$401,000 and current liabilities were \$97,000, resulting in Net Working Capital (NWC) of \$304,000.



EXCLUSIVE CONTRACT:

The Company recently obtained the professional moving contract from the State. The Company was the exclusive holder of this account for 10 years from 1999 through 2009, and each year averaged \$500,000 to \$750,000 per year, with some years exceeding \$1,000,000.



HIGH MARGINS; STRONG EBITDA:

Historically, the Company's EBITDA has achieved a high of 31% of sales. Going forward, during the pro forma period, EBITDA margins is projected to grow from 32.2% to 35.8% in 2023.



HIGHLY INSULATED FROM ECONOMIC CYCLICALITY:

Given the anti-cyclical nature of the services its utility clients offer, the Company is expected to experience significantly less financial volatility in the event of an economic downturn.



PROFITABLE, GROWING COMPANY WITH STRONG MARGINS:

The Company has been consistently profitable since its inception, returned above average sales per square foot at all mall locations, and has produced industry leading margins. The Company's strong margins are driven by a proprietary customer service model, tight management of inventory, favorable vendor relationships, and attractive lease arrangements.



MODEST ONGOING CAPITAL INVESTMENT REQUIREMENTS:

The Company does not operate in a capital intensive environment and projects modest capital investment during the pro forma period.



RECURRING REVENUE:

Approximately 67% of revenue was derived from ongoing maintenance contracts. Clients with these contracts have a high level of "stickiness," and are not likely to change lawn care providers in the near-term. This recurring revenue stream requires minimal work beyond ongoing customer service and as required maintenance services.



IMPRESSIVE BONDING CAPACITY:

The Company's bonding capacity enables it to bid up to \$22 million for a single project.



HIGH CUSTOMER RETENTION:

Due to the Company's excellent reputation, long-term presence in the regional market, and broad in-house capabilities, the Company's recurring revenue exceeds 85% each year.



EXPERIENCE & GROWTH

INDUSTRY LEADER:

Industry Leadership with Fifteen Years of Double Digit, Organic Growth.



EXCLUSIVE RELATIONSHIPS:

Due to exclusive relationships with the Company's top customers, the Company is poised for continued growth with a strong pipeline of inbound projects continuing to fuel activity.



SCALABLE OPERATION:

The Company can easily scale its business model and absorb more customers if a sales and marketing arm is developed as most business is through organic growth and referrals.



SUPERIOR NAME AND REPUTATION:

The Company enjoys a long-standing (20+ year) reputation in the industry. Since inception, the Company has developed a proven track record for the quality of its service and access to products for farm customers.



GROWING MARKET FOR THE COMPANY'S SERVICES:

Demand for home care will increase due to population aging in the US and nations around the globe. The US population 65 and older makes up 15% of residents and is expected to increase by 38% between 2020 and 2025. Due to medical advances, many of the chronic conditions these people may suffer from will be better treated at home with one-to-one care than in a group living facility or nursing home.



SIGNIFICANT GROWTH OPPORTUNITIES:

Several opportunities exist to increase revenue and profit, including leveraging the Company's proven reputation to pursue and penetrate new and existing markets and developing internet marketing with an online store. These opportunities are attainable with moderate investments in capital and human resources.



GROWTH THROUGH ACQUISITION:

Management's significant industry experience and knowledge would enable a capital partner to invest alongside current ownership in order to rapidly expand the Company's regional and international scope through strategic acquisition of similar diagnostic manufacturers. Current industry trends support extensive consolidation within the industry, increasing the potential for acquisition opportunities.



STRONG GROWTH WITH VIRTUALLY NO DEBT:

The company has historically grown the business with virtually no interest-bearing third-party debt. The company's balance sheet also reflects a strong net working capital position.



FAVORABLE INDUSTRY OUTLOOK:

As a result of the continued strengthening economy, IBISWorld forecasts steady growth for the industry over the five years to 2024. While competition persists, growth in the housing market will boost overall demand for flooring benefitting the industry.



EASY TO REPLICATE GROWTH FORMULA:

The Company's business model could be expanded into other regions in the USA. The business model could also diversify into other types of regulated utility consulting increasing the revenue in an already high-value operation.



EXISTING CAPACITY:

Existing capacity to support growth with minimal capital investment.



EXPERIENCE & GROWTH CONT.

STRONG GROWTH RATE ABILITY:

The Company has developed a successful business model and experienced a compound annual growth rate above 30% over many years. Growth is expected to increase in the coming years as the Company rolls-out all products and expands into new international markets.



ORGANIC GROWTH OPPORTUNITIES:

The Company can easily expand into tangential markets, relying on established operations and reputation in the marketplace. New geographical markets throughout Europe, Asia and the US are ripe for additional marketing and sales efforts by the addition of dedicated business development staff.



ATTRACTIVE PLATFORM FOR GROWTH:

An expansion plan has been crafted that calls for the rapid development of new stores in targeted geographic areas. The necessary mall operators and merchandise suppliers have indicated their support and management is enthusiastic about the opportunity to work with a growth partner to execute the plan.



INDUSTRY EXPERIENCE:

The Company has a significant market advantage due to its long history of being an innovator, creator, and trend-setter. Senior management team has over 30 years of experience in energy conservation technology - created several widely successful products and licensed technologies to major world corporations like GE, Philips, Osram Sylvania, Panasonic and others.



SALES & MARKETING

TENACIOUS SALES AND MARKETING:

Lowest customer acquisition cost in the industry.



CUSTOMER RELATIONSHIPS:

Deep relationships with premier customer base in attractive end markets



TOP AMAZON SELLER:

The Company is in the top 1% of sellers on Amazon for the last 4 years consecutively.



TURNKEY CAPABILITIES:

As a one-stop shop, clients often find it convenient and more affordable to find an array of offerings under one roof.



LOCATION, LOCATION, LOCATION:

Desirable Storefronts and Lease Terms.



CUSTOMER ACCESS:

The Company has easy access to customers, based on its long history and reputation. The location is served by all major shipping and carrier services.



STRONG CLIENT RELATIONSHIPS:

The Company has strong ties to clients due to its expertise and excellent customer service. Specifically, the Company's database includes approximately 22,500 customers.



AWARDS AND RECOGNITION:

The Company employs graphic artists who consistently "create" for customers, Company stock product, and custom print orders. Over the years, the Company has won dozens of awards for outstanding product design.



EXTENSIVE AND GROWING CUSTOMER DATABASE:

The Company has materially expanded its subscriber base in a short amount of time. Specifically, the Company's database comprises 2,700 subscribers and 32 active Managed Care Organization accounts.



LIMITED COMPETITION:

There are currently only three credible biodegradable straw manufacturer in the entire US. These market share is solidified by long term customer contracts that are extremely sticky and growing due to demand.



HIGH CUSTOMER SATISFACTION RATINGS:

In the past 12 months, The Company maintained a 93% satisfied customer rating on Amazon, and the Company has a 96% lifetime rating on Amazon.



STRONG SALES GROWTH:

Great success was achieved over recent history in attracting greater sales from key markets. From 2016 to 2018 the Company generated sales growth at a compound annual rate of 31.5%.



SALES & MARKETING CONT.

STRONG CLIENT RELATIONSHIPS:

The Company is proud of its strong ties to clients and its reputation for quality products. Evidence of these relationships is shown in the 80% rate of repeat business.



CUSTOMER MIX:

The Company benefits from a highly diversified customer base, which reduces the exposure to a single customer. The Company generates sales from general contractors (37% of 2019 sales) and individual retail sales (63%). Management indicates the Company has a strong pipeline of General Contractors, which continues to fuel sales.



SUPERIOR REPUTATION AND DOMINANT MARKET SHARE:

This family business spans multiple generations and over six decades in operation. As one of Canada's largest independently owned, single-location pawn stores, it enjoys high name recognition and an outstanding reputation.



HIGH BARRIERS-TO-ENTRY:

Operating in the heavy civil construction, aggregates recycling and heavy equipment industries requires significant capital investment, expertise, and certifications to begin operations. As a result, the industry is relatively sheltered from high levels of market entrance.



DEEPLY ESTABLISHED GOODWILL:

The Company has built substantial goodwill in the community and the region by providing quality service and expertise. Along with the principals, many key employees have significant industry and product knowledge providing significant intangible assets and advantages over competitors. Management also credits its reputation and established customer relationships as the two most critical factors contributing to historical success.



ESTABLISHED, BLUE-CHIP CLIENTELE:

The Company routinely performs work for many well-established and prestigious construction entities. As a result, the Company benefits from significant brand awareness and has not encountered major issues in collecting its receivables. Furthermore, by focusing on larger, more complex projects, the Company attains a critical mass of activity which allows it to differentiate itself from the smaller, residential electrical contractors.



UNIQUE SALES APPROACH:

The Company has developed a proprietary training program that effectively and efficiently trains sales associates to develop long-term client relationships instead of one-time sales. As a result of the Company's sales program, an impressive percentage of revenue is generated from repeat business.



OPERATIONS

DYNAMIC PRODUCT LINE:

The Company offers a product line that is built from components that are common to multiple products, allowing a range of SKUs based on minimal inventoried parts. In-house production capabilities include mechanical design engineering, electronic engineering and PCB layout, plastic injection molding, CNC machining, Li-Ion battery design, soldering and wire harness assembly, as well as computer repair and diagnosis.



BEST-IN-CLASS SERVICE:

The Company has a well-established organization, with a stable work force and strong customer relationships. It has an excellent reputation for performance and best-in-class service, as well as a reputation of superior technical skills. As a result, it is a business that mostly serves repeat customers. Simply put, customers trust the Company.



SUPPLIER RELATIONSHIPS:

The company has outstanding relationships with its suppliers. Some supplier relationships date back decades.



STRONG VENDOR RELATIONSHIPS:

The Company enjoys a long-standing relationship with its primary vendor. It is able to source products from vendors with purchasing power and is able to offer competitive prices.



PRODUCT MIX:

The Company sells both "must-have" commodity products and higher margin specialty items. The mixture of products and the number of markets served provide long term financial stability.



DISTRIBUTION CENTER PROFICIENCY:

- Four strategically located, highly automated distribution centers
- Five distribution centers by early 2020.



EXCLUSIVE PRODUCT RELATIONSHIP:

The Company holds several product exclusives with key vendors, giving it a competitive advantage in the online marketplace.



BUSINESS LOCATION IS MOVABLE:

The present owner operates the business in the Northeast, but recognizes that a new owner can move operations to any desired location.



PRODUCTION DIVERSITY:

Niche producer of lower and mid volume, high margin products and services.



ONE-STOP FULLY INTEGRATED SOLUTIONS:

The Company assists in the design and development of candidate drugs --from selection through proof-of-concept to validation and product launch. Streamlined CMC development strategies for biologics, scientific guidance, CMO selection and management are offered, as well as evaluating the potential for in-licensing and out-licensing. In addition, independent and objective analysis ensures that projects meet the required technical and quality objectives and are delivered on time and within budget. This comprehensive range of services offered provides the Company with a competitive advantage over its peers.



OPERATIONS CONT.

GLEAMING FIXED ASSETS

The fleet of equipment and vehicles in the business are well-maintained to help achieve a high return on its assets. The fixed assets are presentable at all times and represents the quality image the Company has developed for itself.



ROCK THE RECESSION:

Given the necessary nature of the Company's products and services, it is well-insulated from economic cycles. In addition, its service offerings and diversified base of commercial, industrial and residential customers helps further reduce potential fluctuations in financial performance.



DOCUMENTED SYSTEMS AND PROCEDURES:

The Company is nationally recognized and successful in its operations, and as such, it has well-documented and effective systems, policies, and procedures.



STREAMLINED OPERATING MODEL:

The Company has refined it's bidding, planning, equipment utilization, and man-power efficiencies in project work. The Company's operational model can be leveraged to expand in additional and exisiting markets.



IN-HOUSE EXPERTS:

The Company has in-house experts, practices quality control to job completion and maintains design integrity throughout each project. It brings to each job an early knowledge of true costs and opportunities for cost savings. It offers time and administrative savings of up to 30% over competitors, avoids change orders due to errors or omissions and assigns the best match of equipment to project needs.



IMPRESSIVE CERTIFICATIONS:

The Company holds specialized certifications in IATF 16949 | ISO14001 | FTZ | C-TPAT | R.O. | IMMEX | Bonded.



INCUMBENT ADVANTAGE:

The Company enjoys the economic resilience of a successful, 20-year incumbent government contractor and is structured to capitalize on privileged access to contracts while navigating the competitive landscape with a high degree of operational agility.



EXTENSIVE EQUIPMENT:

The Company has invested heavily in equipment over the last three years, and does not expect to need heavy investment in the near future to meet projections.



CRITICAL MASS

The Company has successfully demonstrated its capability to meet the housing inspection needs of private industry, the U.S. Department of Housing and Urban Development, and other government agencies. This success has resulted in the Company providing approximately one third of the annual inspections for HUD nationwide. The Company also maintains references for over 2,000 FEMA Disaster inspectors. This level of annually completed inspections and inspectors for reference represents significant market share within these specific inspection services.



OPERATIONS CONT.

LITTLE-TO-NO-INVENTORY:

Company pre-sells each of its homes before it even gets started building. The only exception are the model homes which the Company occasionally builds and uses to sell several similar houses.



BUSINESS LONGEVITY:

The Company has been doing business in the same location for 35 years. It is situated within an open air plaza conveniently located in the heart of a large island. Along with a grocery store and a pharmacy, it is considered an anchor store for the plaza. There is no nearby competition.



VAST ARRAY OF VALUE ADDED SERVICES:

The Company provides a vast array of value-added services including machining, welding, fabrication, UL panel manufacturing, and vendor managed inventory (VMI) services. This truly differentiates the business from other entities in this industrial market sector.



CLEARANCE AND CERTIFICATIONS:

Top Secret facility clearance, DCAA audit, 3 ISO Certifications and CMMI assessed at L2-SVC attest to: 1) best-in-class solutions delivery; 2) proven corporate maturity; and 3) stability & credentials to penetrate preferred, cleared contracting spaces.



STRONG SUPPLIER RELATIONSHIPS :

The ability to scale client advertising spend has put the Company on the map with its vendors. When these platforms update their algorithms or release new products, its representatives will provide our Client with its alpha and beta versions, which allows the Company to be ahead of the curve of any change to the algorithm, ensuring a seamless transition for its content, so its clients never see a dip due to an updated algorithm.



LEAN, EFFICIENT, SCALABLE INFRASTRUCTURE:

Backoffice efficiencies through cloud-hosted processes allow for rapid proposal submission and resource scalability while maintaining low fixed overhead. Corporate-wide access to information is enabled through Office 365, SharePoint, and web-based payroll and timecards.



MANAGEMENT & LABOR

CULTURE:

Cultural focus on established core values.



LOW EMPLOYEE TURNOVER:

The Company relies on a team of experienced professionals and has been successful in retaining its employees on a long term basis. Ownership has provided competitive compensation and benefit packages.



GEOGRAPHIC ADVANTAGE:

The Greater Cleveland area has a vibrant labor pool that insures the Company can hire employees with critical skills.



OWNER DESIRES TO STAY:

The Company's owner and management team are all expected to stay beyond the sale of the business in order to drive continued growth and economic benefit.



HIGH RATE OF REPEAT BUSINESS:

One of the Company's pillars of success has been it's ability to retain clients long-term. Of its 79 contracted clients in 2019 more than 60 of them had been with the Company at least a decade and some as long as 27 years. This pattern is indicative of the high quality service and professionalism that the Company brings to the table.



MANAGER-REMAINING TRANSITION:

Management is willing to remain through the transition period in order to preserve operational cohesiveness and ensure a seamless transfer of ownership.



LONG-TENURED EMPLOYEES:

The general manager and three department (office, sales, loans) managers have been employed by the Company for 15 to 30 years each and the non-management employees have averaged 8 to 10 years of service each.



EXPERIENCED MANAGEMENT:

The Company's senior management has approximately 60 years of combined experience in the menswear industry. Senior management looks forward to further developing the Company and the potential to work with a new partner.



SUPER SAFETY

The Company takes each employee's and partner subcontractor's safety seriously which has led to a great safety rating. The Company's safety commitment includes holding weekly documented meetings with all job site employees including subcontractors.



INTELLECTUAL PROPERTY

FOCUS ON INNOVATION:

The Company has significantly grown its accounts and subscriber base through the introduction of technologically advanced products and services.



MARKET TECHNICAL LEADER-EXPERT:

The Company holds more than 75 patents related to lighting technologies and has 5 patent applications in preparation in the field of wireless networking, connected lighting, smart controls, and software.



TRANSFORMATIONAL TECHNOLOGY:

Designs, builds and manages secure cloud environments, enabling customers to deploy advanced integrated technologies for large-format data management and secure communications; optimizes and secures Internet of Things (IoT) technologies for Celestial Navigation, Earth Orientation and Network Time Services.



TRADEMARKS AND COPYRIGHTS:

The Company controls a well respected trademark, that dates back almost 100 years.



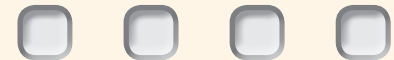
CLOUD-BASED TECHNOLOGY:

The Company's software environment exists in a 100% cloud based operating systems environment (MRP, ERP, Accounting, CRM) with in house IP custom created software bolt-ons.



GROWING SAAS OFFERING:

The Company's SaaS offering was introduced the second half of 2019. It creates websites and content for clients and then licenses it to customers for between \$1K and \$5K per month. This offering is projected to generate over \$200K in recurring revenue in 2020.



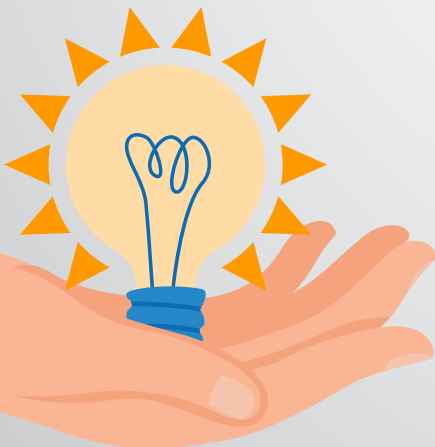
PROPRIETARY SOFTWARE, TECHNOLOGY, AND TRADEMARKS:

The Company has proprietary software, technology, and trademarks that are well known in the industry. The Company's products are self-contained and can be customized to meet the security and critical life-saving needs of its customers.



INNOVATIVE AND DIFFERENTIATED PRODUCTS AND SERVICES:

By injecting technology-based solutions such as touchscreens, apps, dashboards and UX/UI design, the Company often wins new projects outside of a competitive bid process and is able to bill for ongoing technology use.



INVESTMENT HIGHLIGHT SHOPPING LIST SUMMARY:

HIGHLIGHT:					
FINANCIALS	FINANCIAL STABILITY:				
	STRONG A/R COLLECTIONS HISTORY:				
	GROWING ANNUITIZED REVENUE BASE:				
	IMPRESSIVE BONDING CAPACITY:				
	HIGH MARGINS; STRONG EBITDA:				
	STRONG NET WORKING CAPITAL:				
	MODEST ONGOING CAPITAL INVESTMENT REQUIREMENTS:				
	HIGHLY INSULATED FROM ECONOMIC CYCLICALITY:				
	HIGH CUSTOMER RETENTION:				
	EXCLUSIVE CONTRACT:				
	PROFITABLE, GROWING COMPANY WITH STRONG MARGINS:				
	RECURRING REVENUE:				
EXPERIENCE & GROWTH	INDUSTRY LEADER:				
	GROWING MARKET FOR THE COMPANY'S SERVICES:				
	STRONG GROWTH WITH VIRTUALLY NO DEBT:				
	EXCLUSIVE RELATIONSHIPS:				
	SIGNIFICANT GROWTH OPPORTUNITIES:				
	FAVORABLE INDUSTRY OUTLOOK:				
	SCALABLE OPERATION:				
	GROWTH THROUGH ACQUISITION:				
	EASY TO REPLICATE GROWTH FORMULA:				
	SUPERIOR NAME AND REPUTATION:				
	STRONG GROWTH RATE ABILITY:				
	ORGANIC GROWTH OPPORTUNITIES:				
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	ATTRACTIVE PLATFORM FOR GROWTH:				
	EXISTING CAPACITY:				
SALES & MARKETING	TENACIOUS SALES AND MARKETING:				
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	TURNKEY CAPABILITIES:				
	LOCATION, LOCATION, LOCATION:				
	CUSTOMER ACCESS:				
	STRONG CLIENT RELATIONSHIPS:				
	AWARDS AND RECOGNITION:				
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	LIMITED COMPETITION:				
	HIGH CUSTOMER SATISFACTION RATINGS:				
	STRONG SALES GROWTH:				
	STRONG CLIENT RELATIONSHIPS:				
	CUSTOMER MIX:				



INVESTMENT HIGHLIGHT SHOPPING LIST SUMMARY:

SALES & MARKETING	SUPERIOR REPUTATION AND DOMINANT MARKET SHARE:				
	HIGH BARRIERS-TO-ENTRY:				
	DEEPLY ESTABLISHED GOODWILL:				
	ESTABLISHED, BLUE-CHIP CLIENTELE:				
	UNIQUE SALES APPROACH:				
OPERATIONS	DYNAMIC PRODUCT LINE:				
	BEST-IN-CLASS SERVICE:				
	SUPPLIER RELATIONSHIPS:				
	PRODUCT MIX:				
	DISTRIBUTION CENTER PROFICIENCY:				
	STRONG VENDOR RELATIONSHIPS:				
	BUSINESS LOCATION IS MOVABLE:				
	EXCLUSIVE PRODUCT RELATIONSHIP:				
	ONE-STOP FULLY INTEGRATED SOLUTIONS:				
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	GROWING SAAS OFFERING:				
	PROPRIETARY SOFTWARE, TECHNOLOGY, & TRADEMARKS:				
	INNOVATIVE AND DIFFERENTIATED PRODUCTS & SERVICES:				

CLICK
BELOW
TO SUBMIT
TO JONATHAN

SUBMIT