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Business Buyer Directory, LLC refers established companies for sale with > \$1MM EBITDA, all industries, for a nominal, buyer paid, "success only" referral fee, paid only if purchased.
There is no cost or obligation to pursue this company for sale.

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AVIATION – MILITARY EQUIPMENT VALUE ADD DISTRIBUTOR
North Carolina

Annual Revenue: \$9,351,000
Annual Profitability: \$1,319,000

The Company is a leading international aerospace power, air equipment distributor and systems integrator specializing in military and commercial ground support. The company has either private labeling or co-labeling authority with manufacturing capability on major products. The array of products and services completed through the company account for what is typically broken into twenty individual companies. Clients are large and well known, typically found through key contacts placed on almost every continent.

Key aspects

- Core focus on turnkey, one-stop shop for power, air, and service PITs increasingly used for the F-35 program
 - 18.5% compounded annual growth from 13-17
 - Aggressive revenue growth is paired with stable costs
- Contractual and trusted relationships with military and commercial customers
 - Growing manufacturing capabilities
 - Soon to be ISO 9001 certified
 - Distributes products to over 30 countries
 - Efficient supply chain management
- Lean, relocatable operations with minimal overhead cost

Opportunities

- Continue to expand market share in the US Air Force's F-35 Lightning II Joint Strike Fighter program
 - Open Manufacturing facility to greatly improve profitability
- Increase bonding capacity to capture more of the major international programs
 - Offer new products and services to the existing customer base
 - Low competition in Intl government space
- Develop sales and marketing team to grow market share
 - Increase exports to emerging markets

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