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Commercial Glazing Contractor Southeast USA

Annual Revenues: \$27,866,000

Annual Profitability: \$5,980,000

The company is a full-service glazing contractor specializing on healthcare projects. It designs, fabricates and installs custom made pre-glazed unitized window systems. It offers a complete line of impact-resistant and non-impact resistant curtain wall and window wall products for commercial and residential applications.

Key aspects

- One of the largest commercial glazing contractors and manufacturers in the Southeast
 - \$41.4M in secured backlog as of September 2018
 - 28% average gross profit margin over the last four years
- Perform 95% of work in-house, and mainly outsources steelwork and caulking labor
- 95% of revenue is from commercial projects and 5% from residential high-end single-family estates
 - Completed nearly 400 projects in the last two years
 - In-house drafting department

Opportunities

- Pursue uncovered territories and increase customer base
 - Acquire or lease a larger location to support growth
 - Expand operations and add a second shift
- Create new glazing systems and push them through existing channels

Current markets

- Commercial clients (healthcare, institutional, retail, hospitality) and high-end single-family estates. Mainly servicing the Southeast; however, the company has performed projects nationwide and in the Caribbean.

Real estate

- The company operates from two facilities in the Southeast. Both facilities are leased from affiliate-owned companies and they can be included as part of the sale or leased from the owners.

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