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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.

**DIRECT MAILING / ENVELOPE DEVELOPER/ MANUFACTURER
Pennsylvania**

REVENUES AND ADJUSTED EBITDA:

	<u>REVENUES</u>	<u>ADJ EBITDA</u>
FY 2020 Actual	\$5,161,379	\$1,069,370
FY 2019 Actual	\$5,596,564	\$1,298,328
FY 2018 Actual	\$5,806,012	\$976,882
FY 2017 Actual	\$4,428,731	\$500,017
FY 2016 Actual	\$5,084,621	\$653,025

This Company is a developer and manufacturer of envelopes primarily for the direct mail industry with particular proven expertise and success within political mailings where a donation form along with a return envelope are included in the mailing.

Both Litho and Flexo processes are utilized. Repeat customers account for 98% of the revenues with no customer comprising more than 10% of revenues.

Company production facilities are leased from a third-party owner. The equipment has a combined estimated market value of \$1,900,000.

In addition, the Company typically has \$600,000 in Accounts Receivable, except at year end when Receivables increase to over \$1,000,000 and over \$500,000 in Inventories for an anticipated grand total of over \$3,000,000 in total tangible assets.

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