

REFERENCE # GSM613

Opportunity: ACQUISITION

Premier Lighting MFG, Big Box and e-commerce

This opportunity is a manufacturer and provider of premium lighting products manufactured from architectural/commercial grade materials, primarily copper and brass. The products are sold to an upscale consumer through professional contractors and big box retailers.

Over the years, this company has evolved into a national manufacturing company supplying a select network of dealers and installing contractors throughout the United States as well as the trademarked branded program found through e-commerce divisions of big box retailers.

The company also sells products through a few international dealers in Europe and the Middle East.

Opportunities:

Numerous opportunities and roads to next level growth include Dealer Growth, Retail Growth, New Dealer Channel, Private Label Opportunity, and New Products.

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KEY FEATURES:

- Business model is built around the following primary markets for products- Professional installers/contractors, National retail business through e-commerce, and the local market.
- Positioned for growth with all the necessary elements in place including a robust ERP system, retail structure for order processing, UL compliance listing through ETL, product UPC system through GS1, and a solid management team.
- Strong Repeat Business- Professional dealers, local market, and retail customers are all repeat business to some degree. Professional dealers are 100% repeat, local market includes new customer installations with service, add-ons, conversions as repeat business. Retail business typically is new consumers and repeat consumers buying through national retail chains (e-commerce sites).



Real Estate:

10,000 sq. foot building including offices, and Manufacturing. Capacity of the facility can double its current volume with just the addition of production employees to handle the increased workload.

	2018	2019	2020	<small>**2021 YTD August</small> *2021
Gross Revenue	\$1,930,032	\$1,771,639	\$2,516,866	\$1,903,536
Officer Benefits	\$12,869	\$16,375	\$20,216	15,075
One Time Expenses	\$1,991	\$	\$36,042	\$ 2,595
Company Profit	\$414,750	\$300,550	\$541,703	\$440,417
EBITDA	\$429,610	\$316,925	\$597,961	\$458,087