

Custom Label & Services Provider – SF East Bay

Highly Profitable, Long-Term Clients, Motivated Seller, Turn-Key Operation

ABI Client #4025

COMPANY OVERVIEW

Are you seeking a highly profitable yet streamlined business to run? Serving a unique market segment of well-established, **loyal base** of 2000+ clients, this firm primarily offers custom design & delivery of custom printed stickers and labels to a nationwide industry dependent on these services. It also offers full-service printing, data processing, graphic design, mailing and fulfillment services to local businesses.



Highlights: The streamlined operation showcases mostly repeat customers (many for 15+ years), generates a high cash flow profit and offers a well-developed, turn-key opportunity. Orders are received, prepared and shipped out daily. The owner currently works 35-40 hours and there is a part-time employee well-versed in print press and design.

Facility: Centrally located near multiple highways, the large facility features a customer receiving entry with a desk and workspace, 2 private offices, a large kitchen/breakroom, custom inventory shelving, a loading dock area, and a large print assembly workroom which houses the extensive print equipment and machining included with the sale (not all of which is utilized). Business could easily triple in the current space (lease/options in place) or relocate to a smaller footprint.

Growth & Expansion: This is a unique opportunity to generate immediate cash flow and adopt a book of business to then leverage and expand into additional verticals, proactively market for new accounts and add new turnkey print services. The business is currently on track to grow this year with similar SDE margins and no marketing. Much growth potential!

Support & Training: Committed to a smooth transition, owner will offer free training and additional consulting services as reasonably needed. Acquirer will need expertise in customer service, in-house printing as well as direct marketing capabilities.

SUMMARY

Location	Northern California	Purchase Price	\$825,000
Staff	1 FT Working Owner, 1 PT	Gross Income	\$560,000 (2021)
Training Included	30 hrs/wk for 4 weeks	Cash Flow - SDE	\$320,000 (2021)
Years in Business	15+	Financing	SBA Pre-qual or Some Seller financing available
Ownership	S Corporation	FFE (included)	Approx. \$140,000 FMV
Reason for Sale	Other business interests	Facilities/Rent	3000 sq. ft. / \$4900/mo

Further Information: please fax or email your completed Confidentiality Agreement (NDA) to:

Amy Cole, MBA, CBB, CBI, M&AMI, License #01878465

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DISCLAIMER: All information contained in this document was provided by the subject company. ABI has made no independent effort to verify the contents hereof. Consequently, ABI makes no representation or warranty regarding the accuracy or completeness of such information. The recipient of this information should perform a thorough and complete due diligence on the subject company prior to entering into a commitment to acquire or merge with said company. For further information, a detailed, in-depth Offering Memorandum is available to qualified Buyers subject to the execution of the Non-Disclosure Agreement (NDA) located on the reverse side of this Profile and the completion of a Buyer Profile.



BUYER'S ACKNOWLEDGMENT OF INTRODUCTION AND CONFIDENTIALITY AGREEMENT (NDA)

The undersigned, individually and on behalf of any affiliated prospective buyer, acknowledges being first introduced to the business identified herein by The ABI Group, Inc. (Broker"). The undersigned requests information relating to the following business: Client #4025 –Print Services Firm ("Business"). Such information shall be provided to the undersigned for the sole purpose of entering into discussions with Seller ("Seller") of said Business for the possible purchase by the undersigned of all or part of the stock or assets of the Business. As used herein, the term Buyer ("Buyer") applies to the undersigned and any partnership, corporation, individual, or other entity with which the undersigned is affiliated. The undersigned agrees as follows:

1. NON-DISCLOSURE OF INFORMATION: The undersigned acknowledges that Seller desires to maintain the confidentiality of the information disclosed. The undersigned agrees with Broker not to disclose or permit access to any Confidential Information without the prior written consent of Seller, to anyone other than Buyer's employees, legal counsel, accountants, lenders or other agents or advisors to whom disclosure or access is necessary for Buyer to evaluate the Business. Disclosure of Confidential Information shall be made to these parties only in connection with the potential acquisition of the Business, and then only if these parties understand and agree to maintain the confidentiality of such Confidential Information. The undersigned shall be responsible for any breach of this Agreement by these parties, and neither Buyer nor these parties shall use or permit the use of Confidential Information in any manner whatsoever, except as may be required for Buyer to evaluate the Business or as may be required by legal process. If Buyer does not purchase the Business, Buyer, at the close of negotiations, will destroy or return to Broker (at Broker's option) all information provided to Buyer & will not retain any copy, reproduction, or record thereof.

2. DEFINITION OF "CONFIDENTIAL INFORMATION": The term "Confidential Information" shall mean all information, including the fact that the Business is for sale, all financial, production, marketing and pricing information, business methods, business manuals, manufacturing procedures, correspondence, processes, data, contracts, customer lists, employee lists and any other information whether written, oral or otherwise made know to Buyer: (a) from any inspection, examination, or other review of the books, records, assets, liabilities, processes, or production methods of Seller; (b) from communication with Seller or its directors, officers, employees, agents, suppliers, customers or representatives; (c) during visits to Seller's premises, or (d) through disclosure or discovery in any other manner. However, Confidential Information does not include any information which is readily available and known to the public.

3. DISCLAIMER OF BROKER'S LIABILITY AND BUYER'S RESPONSIBILITY: When business brokers take a business to market they receive information about the business from the seller, usually including but not limited to tax returns, financial statements, equipment lists and facilities leases. Based on information provided by the Seller, brokers often prepare a summary description of the business which may include a cash flow projection, an adjusted income statement, or a seller discretionary cash flow statement. Buyer understands that the Broker does not audit or verify any information given to Broker or make any warranty or representation as to its accuracy or completeness, nor in any way guarantee future business performance. Buyer is solely responsible to examine and investigate the business, its assets, liabilities, financial statements, tax returns, and any other facts which might influence Buyer's decision to purchase or the price Buyer is willing to pay. Any decision by Buyer to purchase the Business shall be based solely on Buyer's own investigation and that of Buyer's legal, tax and other advisors. **Broker urges Buyer to obtain independent legal and tax counsel.**

4. NON-CIRCUMVENTION AGREEMENT: The Seller has entered into an agreement providing that Seller shall pay a fee to listing broker if during the term of that agreement or up to twenty-four months thereafter, the Business is transferred to a buyer introduced by listing broker or a cooperating broker. Buyer shall conduct all inquiries into and discussions about the Business solely through Broker and shall not directly contact the Seller or the Seller's representatives. Should Buyer purchase all or part of the stock or assets of Business, acquire any interest in, or become affiliated in any capacity with Business without Broker's participation, or in any way interfere with Brokers' right to a fee, Buyer shall be liable to listing broker or cooperating broker for such a fee and any other damages including reasonable attorney's fees and costs.

5. FURTHER TERMS: Neither Buyer nor Buyer's agents will contact Seller's employees, customers, landlords or suppliers without Seller's consent. For three years, Buyer shall not directly or indirectly solicit for employment any employees of Seller. Broker may act as a dual agent representing both Buyer and Seller. Seller is specifically intended to be a beneficiary of the duties and obligations of this Agreement and may prosecute any action at law or in equity necessary to enforce its terms and conditions as though a party hereto. Seller may assign this Agreement to any new ownership of Business. This Agreement can only be modified in writing, signed by both Broker and Buyer. Waiver of any breach of this Agreement shall not be a waiver of any subsequent breach. This Agreement supersedes all prior understandings or agreements between the parties with respect to its subject matter. This Agreement shall be construed under and governed by the laws of the State of California. If Buyer is a corporation, partnership, or other such entity, the undersigned executes this Agreement on behalf of Buyer and warrants that he/she is duly authorized to do so. **Buyer acknowledges receipt of a fully completed copy of this Agreement.**

COMPLETE ALL INFO HEREIN:

Signature Date

Name (Please Print) Title

Company Phone

Email

Street Address, City, State, Zip

ABI Group Inc., Amy S. Cole, 925-890-6012, acole@abi-ma.com
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