



## ACQUISITION OPPORTUNITY CONFIDENTIAL PROFILE

Offering #:	Industry: Manufacturing – Electronics
Location: Southern California	Segment: Communications Industry
<b>2005 Revenues: \$20 M Est.</b>	<b>2005 Cash Flows \$3.5 m Est.</b>
<b>2004 Revenues: \$17.4 M</b>	<b>2004 Cash Flows \$2.2 M</b>

- Solid manufacturing/distribution Company for 30 years with same owner.
- Company is a dominant player within its niche.
- National customer base with large customers in the communications industry, selling proprietary products.
- Existing Customer contracts. Existing patents and patent pending.
- Contract manufacturing operations in Asia with same manufacturers for 15 years.
- Company owns its tooling.
- \$4.8 MM in Assets, (Net receivables \$2.6MM and Inventory \$2.2 MM) and \$1.9MM of equity in a "S" corp.
- Modern 25,000 sq. ft. building can be leased or purchased from Seller.
- Seller would stay for 2-3 years or until transition is completed.

The company designs, manufactures and distributes electronic components to the communications industry. The company has long-term relationships and contracts with its customers. The company maintains high customer service levels for product quality and delivery. Key employees are sales manager, purchasing & inventory control and controller with a total headcount of 15 employees. Most have a long-term tenure with company.

Company is considered a dominant player among its competition. This segment of the communications industry has strong growth possibilities. The company has a 25,000 sq. feet leased from the seller in a modern industrial facility. The building can be leased or purchased.

The President will stay for 2-3 years. He wants to protect the key employees with the new Buyer at its present location.

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