

Building Products Wholesale Distributor Markets: Contractors, Builders, & Remodelers In-House Manufacturing Capabilities

#64476

Sign NDA ►

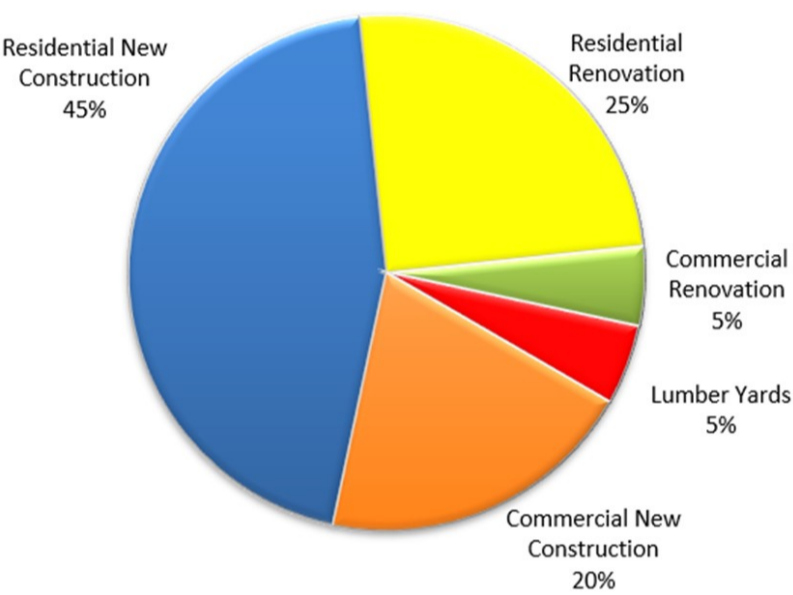
2022 Revenue
Est.
\$85,000,000

2022 EBITDA
Est.
\$10,000,000

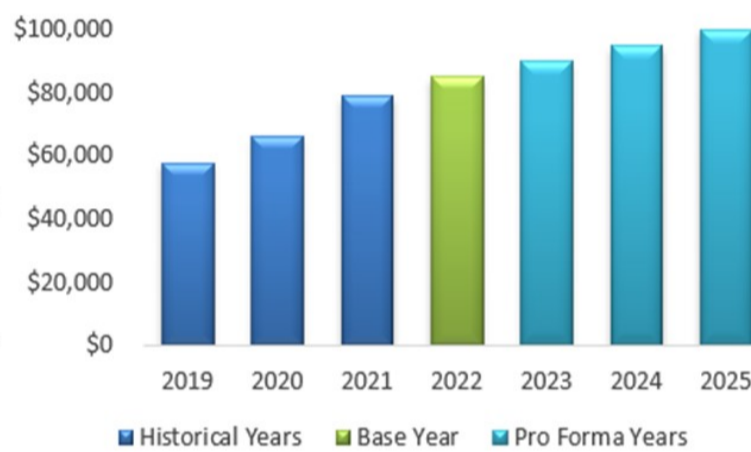
BUSINESS HIGHLIGHTS

The Company is a wholesale distributor of specialty building products including roofing, siding, engineered lumber, traditional lumber, windows, decking, and doors. The Company's multiple locations serve over 3,000 active customers consisting of contractors, builders, and professional remodelers. Market verticals include residential new construction and remodeling along with multi-family commercial new construction and renovations.

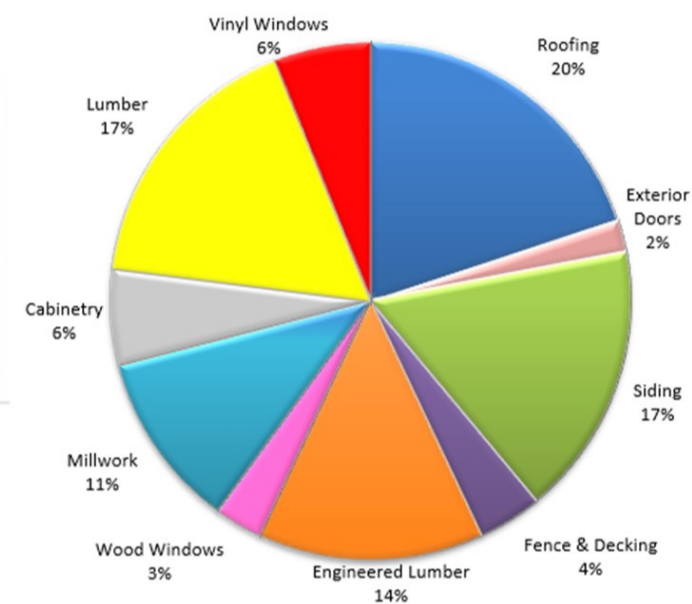
Customer Markets



Revenue Performance



Revenue Mix



COMPANY STATS

7 Facilities = 308,500 Sq. Ft.
~ 3,000 Active Customers
~ 200 Employees
95% Customer Retention
95% Employee Retention

GROWTH OPPORTUNITY

Growth through Acquisition
Service Line Expansion
Truss Manufacturing

INVESTMENT APPEAL

- **Diversified Customer Base:** No single customer accounted for more than 7% of revenue in the historical period.
- **Strong Revenue / Earnings Growth:** Revenue increased from \$57.9 million in 2019 to \$78.9 million in 2021, representing 16.6% CAGR. EBITDA has consistently increased over the last several years and expected to reach \$10 million by FYE 2022.
- **Regional Dominance / Critical Mass:** The Company has strategically expanded its geographic footprint to act as a professional consultant and conduit between the builders and the end users. The Company's dedicated sales force consisting of 20 outside sales personnel, with approximately 10 designers, and 30 inside customer support personnel is the largest sales force in the region.
- **Owner / Management Continuity:** The Company's owner and management team are all expected to stay beyond the sale of the business in order to drive continued growth and economic benefit to the new organization.
- **In-House Manufacturing:** Vertical integration through its in-house truss manufacturing facility and custom millwork facility drives higher profitability and greater control over quality.

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