

# FOR SALE: Value Added Distributor to Plastics Industry

Scalable Platform with Loyal Customer Base, Demonstrated Growth and Attractive Margins

<b>Asking Price:</b>	\$ 8,500,000		
<b>Revenue:</b>	\$ 8,916,318		
<b>Adj EBITDA:</b>	\$ 1,008,469		
<b>FF&amp;E:</b>	\$ 100,000	<b>Included:</b>	Yes
<b>Working Capital:</b>	\$ TBD	<b>Included:</b>	No
<b>Real Estate:</b>	Owned	<b>Size:</b>	12,000 SF
<b>Lease Option:</b>	\$ 6,000 / month NNN or		
<b>Purchase Option:</b>	\$ 700,000	<b>Included:</b>	No
<b>Employees:</b>	11 (including 2 owners)		
<b>Location:</b>	Ohio		



**Business Summary:** Summit Capital Advisors represents a confidential opportunity to acquire a long-established industrial distributor and value-added solutions provider serving the plastics manufacturing and processing industry. The Company specializes in the distribution of mold bases and components, heaters, process controls, and related consumable and replacement parts supporting injection molders, mold builders, and processors. Operating from a single facility in Ohio, the business has built a strong reputation over decades for responsiveness, technical knowledge, and its ability to serve multiple departments within customer operations. The Company differentiates itself as a one-stop supplier offering both tooling-related products and processing equipment, a position that drives repeat purchasing and deeper customer integration. The business benefits from long-standing customer relationships, many spanning decades, with a high percentage of revenue generated from repeat orders. In recent years, the Company has experienced strong revenue and earnings growth driven by expanded customer programs, improved pricing, and increased share of wallet with key accounts. While customer concentration exists, the primary relationship is supported by long-term demand visibility, strong positioning, and improved working capital dynamics. This opportunity is well-suited for a strategic acquirer seeking to expand product offerings and deepen market penetration, or a well-capitalized individual looking to leverage an established platform with strong customer loyalty and scalable infrastructure.

## Financial Overview:

	2024	2025	Pro 2026
Revenue	\$6,022,083	\$8,916,318	\$14,524,872
Adj EBITDA	\$402,158	\$1,008,469	\$2,176,771
% EBITDA	6.68%	11.31%	14.99%
Weighted Ave Adj EBITDA			\$1,491,568

Listing ID# 2487835

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**Furniture, Fixtures, and Equipment (FF&E):** FF&E valued at \$100,000 is included in the asking price and consists primarily of office furniture, desks, chairs, computer workstations, phone systems, copier, and conference table, along with warehouse pallet racking, shelving, bins, shipping and receiving equipment, forklift, sales vehicles, and a delivery truck.

**Working Capital:** The Company operates with highly efficient working capital dynamics, including accelerated receivables and extended supplier payment terms, resulting in a structurally low to negative working capital requirement. Final purchase price subject to a customary working capital adjustment at closing.

**Real Estate:** The Company operates from a 12,000 SF facility on 2.49 acres, including 5,000 SF of finished office space. The real estate is owned separately and leased to the operating entity for \$6,000/month NNN. The property was recently appraised at \$700,000 and is not included in the asking price. Ownership prefers a simultaneous sale of the business and real estate.

**Growth and Expansion:** Growth opportunities include diversifying the customer base, expanding higher-margin offerings, and increasing share within existing accounts. Additional upside exists through formalizing sales and marketing efforts, expanding digital presence, and leveraging the Company's unique position as a one-stop supplier to capture additional share within the plastics manufacturing supply chain.

**Reason for Selling:** Ownership is pursuing a sale as part of retirement planning and seeks a well-capitalized buyer to continue building on the foundation established while supporting a smooth transition for employees and customers.

**Support & Training:** Ownership is willing to provide a reasonable transition period to support continuity of operations, customer relationships, and overall business performance following a sale.