



BANKERS ADVOCATE GROUP

SUCCESSFUL STRATEGIES FOR ENTREPRENEURS TO ENTER & EXIT BUSINESS OWNERSHIP...

Florida Based Large Format & Billboard Printer

The Company was established in 1936 and has been in continuous operation for over 73 years as a high-quality supplier of indoor and outdoor print advertising with 65% of its revenues derived from large scale outdoor products such as billboards. Due to the sudden death of the owner in 2003 the company was sold to a senior executive of the company with backing from a buyout group. The executive, whose expertise was in production, was not effective at sales and marketing which is resulting in the current sale.

The Company operates out of a 22,000 sf stand alone building that it owns and that can be leased or bought as part of the sale. The Company's competitive edge is its expertise and ability to print, utilizing either traditional screen printing or digital techniques, superior quality images that range in size from a small decal to a billboard. Examples of Company products are event graphics, transit/bus stop signs, billboards, wall hanging meshes, banners and exhibition graphics. The Company's clients are Fortune 1000 companies and print re-sellers where quality is as important as price. Many of these relationships extend for over 20 years and can be expanded by someone with sales and marketing skills.

The Company has substantial capacity for growth and an experienced workforce that includes production, sales and graphic artists, most of whom have been with the company for over 10 years. As a result, the company can easily be transitioned to a new owner.

Over the past several years the Company has lost revenues due to inadequate sales and marketing primarily because the current owners did not aggressively seek new markets and customers but simply tried to protect their existing client base. The Company's infrastructure, including recent additions to its high resolution digital printing capacity, together with its talented workforce, makes it an excellent platform from which a much larger company can be developed. The Company's 73 year history reflects that when properly managed the Company's has the ability to be profitable regardless of economic current conditions; in fact, the previous owner enjoyed 27 years of continuous profitability.

For these reason and others, the Company represents a compelling opportunity for an entrepreneur with sales and marketing skills or an advertising firm, billboard company, portfolio add-on or synergistic partner that has a proven sales force and established customer base.

C Corporation with Reviewed Financials F-T Employees: 30 P-T Employees: 1

Year End (tax returns)*	2005	2006	2007	2008	Projected 2009
Gross Sales	\$4.8mm	\$5.1mm	\$3.9mm	\$3.6mm	\$3.5mm
Net Income	\$154k	\$185k	(\$329k)	(\$329k)	(\$222k)
EBITDA	\$713k	\$747k	\$15k	\$99k	\$178k
Additional Benefits	\$91k	\$95k	\$81k	\$62k	\$62k
Total Cash Flow	\$804,000	\$842,000	\$96,000	\$161,000	\$344,000
CEO's Comp Package	\$158,327	\$163,757	\$152,719	\$122,512	\$135,000

* Bankers Advocate Group has not verified, makes no representations or warranty and assumes no liability for all data, which was supplied by Seller

SALES, MERGERS & ACQUISITIONS CONSULTANTS WITH AFFILIATED OFFICES NATIONWIDE...

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