



FALL 2018

# Decorative Acrylic/Glass Block Privacy Window Manufacturer Seeks Acquiror or Investor

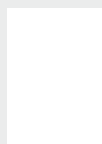
## GEOGRAPHIC LOCATION:

PENSACOLA, FL



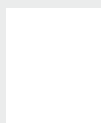
## REVENUE:

\$6.3mm



2017

\$5.7mm



LTM

## DEAL HIGHLIGHTS:

- High-Margin Business Model at Scale
- Monopoly on Acrylic Block Window Market
- Extensive Distribution Network
- Presence in Key Geographic Markets
- Quick Manufacturing Time to Market
- Ample Capacity in Existing Facility
- Growth Potential Across Multiple Sales Channels

## COMPANY OVERVIEW

The Company designs, manufactures and distributes pre-framed acrylic block, glass block, and decorative glass privacy windows in custom shapes and sizes for the residential new construction and replacement window markets. The Company is the only manufacturer of acrylic block privacy windows in North America. Custom acrylic block products range from picture windows, semi-circle tops, casements, awnings, single hung, and slider windows to interior block panels, partitions, shutters and components. The Company also manufactures decorative privacy glass windows which provide the elegant look of traditional leaded glass windows, in an energy-efficient, easy-to-install low-maintenance frame.

The Company provides outstanding levels of customer service, with a manufacturing lead time of only four days for all make-to-order products. Products are sold through leading building supply distributors, window dealers and home improvement supply stores. In the past the Company achieved annual sales of approximately \$40mm. The Company believes, with the right partner and dealer strategy, the Company can achieve historical sales levels.

## CURRENT SITUATION

The company is seeking a strategic investor or entirety acquiror of the business. Management is committed to supporting both the transaction and the long-term success of the business post-transaction. Management and stakeholders retained Three Twenty-One Capital Partners to conduct an expedited search to identify and engage

with qualified investors and/or acquirors. The business is an ideal candidate for a strategic tuck-in, enjoying 45% gross margins at volume and a target EBITDA of 25% with virtually zero cap-ex required to scale production.

## PRODUCT OFFERINGS

### DECORATIVE GLASS WINDOWS

- Picture Windows
- Transoms
- Operable Windows
- Ovals with Trim Kits
- Octagons

### ACRYLIC BLOCK WINDOWS

- Picture Windows
- Casements
- Awnings
- Basement Hoppers
- Single Hungs & Sliders
- Transoms
- Architectural and Custom Shapes

### TRUE GLASS BLOCK WINDOWS

- Picture Windows
- Stairsteps
- Western Stars

## INDUSTRY:

Custom  
Decorative &  
Block Privacy  
Window  
Manufacturing

## FOR MORE INFORMATION

Please sign and return the Confidentiality Agreement on the next page: Email: CA@321capital.com or Fax: 443-320-9225

## DEAL CONTACTS

**Devin Hudgins**  
443.325.5290 ext. 205  
Devin@321capital.com

**Erv Terwilliger**  
443.325.5290 ext. 201  
Erv@321capital.com

**Tim Zahrobsky**  
443.325.5290 ext. 203  
Tim@321capital.com



PLEASE COMPLETE AND RETURN AGREEMENT VIA EMAIL: CA@321CAPITAL.COM OR FAX: (443) 320-9225

This Non-Disclosure Agreement (hereinafter "Agreement"), which shall be regarded as a mutual and reciprocal contract between the Parties, is made and entered into as of this \_\_\_\_\_ day of \_\_\_\_\_ 2018 by and between Three Twenty-One Capital Partners ("Investment Banker") and \_\_\_\_\_ ("Recipient").

WHEREAS, the Parties hereto are desirous of establishing a mutually-beneficial business relationship for the entirety sale, refinance, investment, joint venture partnership, or other related transaction of our client, herein referred to as "The Company". The Parties hereto are prepared to disclose information or data of a confidential nature, including but not limited to financial information, client information, business concepts, business strategies, business opportunities, business relationships and sources of capital and financing.

NOW THEREFORE, in consideration of the mutual agreements contained herein,

1. Except as otherwise required by law, the Parties agree to hold all confidential or proprietary information or trade secrets ("Information") in trust and confidence and agrees that it shall be used only for the contemplated purpose, and shall not be used for any other purpose or disclosed to any third party under any circumstances whatsoever except as may be necessary to complete the desired results above.
2. When requested in writing, all materials are to be returned or destroyed and no copies may be kept. Notwithstanding the foregoing, one copy of the materials may be kept for legal, compliance, or other internal document retention policies, including electronic copies made during automated back-up procedures.
3. This Information shall not be disclosed to any employee, consultant or third party ("Representatives") except to such Representatives who need to know the Information for the purpose hereof, and provided that prior to any such disclosure that said party agrees to be informed of, and act in accordance with, the terms of this Agreement.
4. Information excluded from these confidentiality obligations shall include any such information which: (i) is or becomes generally available to the public other than as a result of a disclosure by Recipient, (ii) becomes available to Recipient on a non-confidential basis from a source other than the Company or Investment Banker, (iii) was already in Recipient's possession prior to the date hereof and which was not obtained from the Company or Investment Banker, or (iv) was independently developed by the Recipient.
5. The Parties acknowledge the Information disclosed herein is proprietary or trade secrets and in the event of any breach, either Party shall be entitled to seek injunctive relief as a cumulative and not necessarily successive or exclusive remedy to claim for monetary damages.
6. This agreement shall be binding upon and inure to the benefit of the Parties, their successors and assigns.
7. Each Party acknowledges that this Agreement is a valid and legally binding obligation that has been executed by an authorized representative. A copy of this Agreement transmitted via facsimile, bearing the signature (or e-signature) of one or both Parties shall be deemed to be of the same legal force and effect as an original of the Agreement bearing such signature(s) as originally written by such one or both Parties.
8. This agreement expires upon one year of the date of execution of this document.

In witness of this, the Investment Banker and the Recipient have executed this Agreement as of the day and year first written above.

Signature: \_\_\_\_\_

Three Twenty-One Capital Partners: \_\_\_\_\_

Print Name: \_\_\_\_\_

Date: \_\_\_\_\_

Date: \_\_\_\_\_

Email: \_\_\_\_\_

Phone: \_\_\_\_\_

