



S O U T H B R I D G E B U S I N E S S R E S O U R C E S , I N C .

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### **Air Filtration Manufacturing and Distribution**

- Patented FDA Class II medical device that is unmatched in current air filtration systems
- Designed by a division of a major hospital system
- The product has been used, endorsed or specified by many major corporation, franchises and 70 hospital systems
- Current plant capacity is over \$30,000,000 annual revenue
- Small closely-held company that has been undercapitalized with minimal sales / marketing effort
- 2007 without funds, and with 73 year-old owner selling, revenue was greater than \$1,000,000 with over \$300,000 net operating profit
- Needs a minimal management team put in place
- Needs an aggressive sales / marketing program put in place requiring 2 quality national sales people and 1 quality inside sales / customer support person that targets major users, distributors and rep groups for medical, corporate, government and franchises supporting these groups and their sales team's efforts. Weekly direct mailings and lead follow up from the inside sales person, ongoing industry trade publication advertising and key trade show participation in major industries such as hospitals and medical
- A major medical marketing group is ready to sign on, last year they sold over \$2,000,000 in air filtration product to the hospitals with an inferior product to these products.
- First year of a full sales / marketing effort will reach between \$5,000,000 and \$10,000,000 revenue with 29% EBITDA.
- Values
  - Patented FDA Class II medical device that is in distribution and approved by 70 hospital systems
  - Customer base – initial rep groups in place – established manufacturing in place
  - Immediate growth capability to appropriate values
  - Sale value after achieving \$10,000,000 revenue 6 to 8 times EBITDA in public company
- Sale Value - \$1,500,000 for 80% of the total stock issued