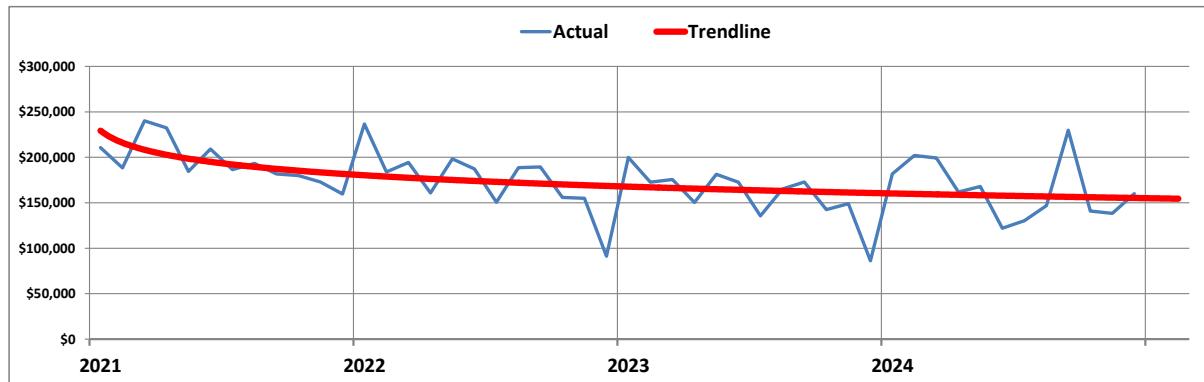


SUMMARY OF MONTHLY SALES
SPECIALTY PRODUCTS DESIGN, INC.

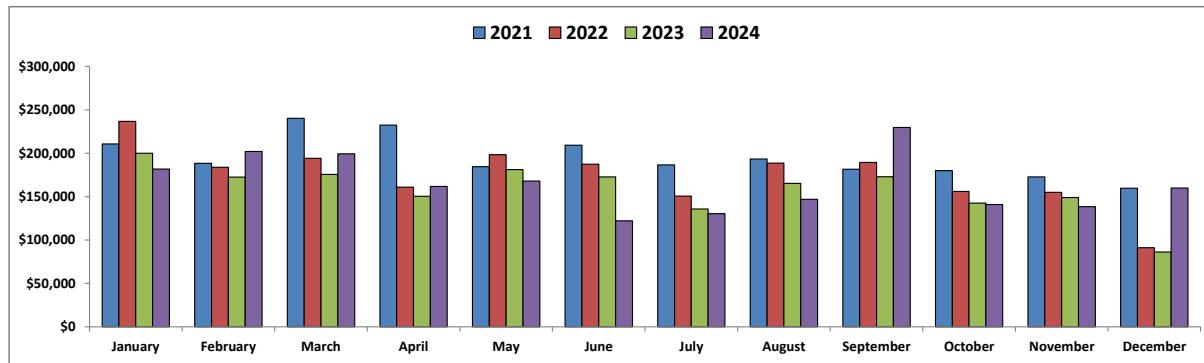
YEAR	MONTHLY SALES				DOLLAR AMOUNT			PERCENTAGE		
					2022 Over (Under) 2021	2023 Over (Under) 2022	2024 Over (Under) 2023	2022 Over (Under) 2021	2023 Over (Under) 2022	2024 Over (Under) 2023
	2021	2022	2023	2024						
<u>MONTH</u>										
Jan	\$210,613	\$236,791	\$199,887	\$181,796	\$26,178	-\$36,904	-\$18,091	12.4%	-15.6%	-9.1%
Feb	\$188,418	\$183,784	\$172,558	\$201,960	-\$4,634	-\$11,226	\$29,402	-2.5%	-6.1%	17.0%
Mar	\$240,112	\$194,260	\$175,664	\$199,347	-\$45,852	-\$18,596	\$23,683	-19.1%	-9.6%	13.5%
Apr	\$232,341	\$160,908	\$150,335	\$161,813	-\$71,433	-\$10,573	\$11,478	-30.7%	-6.6%	7.6%
May	\$184,524	\$198,364	\$181,225	\$167,848	\$13,840	-\$17,139	-\$13,377	7.5%	-8.6%	-7.4%
Jun	\$209,189	\$187,252	\$172,669	\$122,078	-\$21,937	-\$14,583	-\$50,591	-10.5%	-7.8%	-29.3%
Jul	\$186,421	\$150,635	\$135,668	\$130,288	-\$35,786	-\$14,967	-\$5,380	-19.2%	-9.9%	-4.0%
Aug	\$193,330	\$188,661	\$165,228	\$146,789	-\$4,669	-\$23,433	-\$18,439	-2.4%	-12.4%	-11.2%
Sep	\$181,618	\$189,451	\$172,889	\$229,727	\$7,833	-\$16,562	\$56,838	4.3%	-8.7%	32.9%
Oct	\$179,922	\$155,980	\$142,556	\$140,922	-\$23,942	-\$13,424	-\$1,634	-13.3%	-8.6%	-1.1%
Nov	\$172,766	\$154,984	\$148,997	\$138,422	-\$17,782	-\$5,987	-\$10,575	-10.3%	-3.9%	-7.1%
Dec	\$159,658	\$91,203	\$86,224	\$159,932	-\$68,455	-\$4,979	\$73,708	-42.9%	-5.5%	85.5%
<u>Jan - Dec.</u>										
Total Avg./Mo.	\$2,338,912	\$2,092,273	\$1,903,900	\$1,980,922	-\$246,639	-\$188,373	\$77,022	-10.5%	-9.0%	4.0%
<u>Jan - Dec.</u>										
Total Avg./Mo.	\$194,909	\$174,356	\$158,658	\$165,077	-\$20,553	-\$15,698	\$6,419			

Source: Company Records

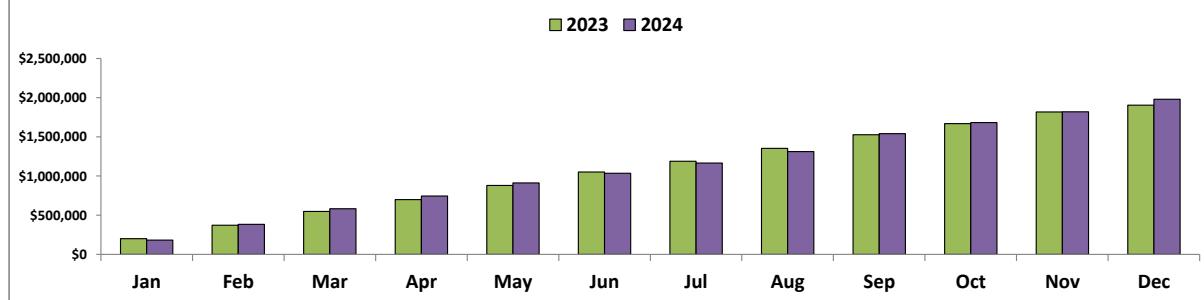
SALES TRENDS FOR 48 MONTHS



MONTHLY SALES COMPARISON



CUMULATIVE SALES TREND



Please refer to the "Purpose and Disclaimer" presented in this report.

Adjusted Income Statement
SPECIALTY PRODUCTS DESIGN, INC.

Based on Internally-Prepared Financial Statements

	2024 Jan. - Dec.	2023 Jan. - Dec.	2022 Jan. - Dec.	Explanation For Adjustment or Comment on Line Item
1 Sales	\$1,980,922	\$1,903,889	\$2,092,273	\$ -
2 Less Cost of Sales	532,022	525,623	532,808	
3 Less Operating Expenses	1,256,681	1,269,656	1,425,492	
4 Net Taxable Income	192,219	108,610	133,973	
5 Add: Depreciation	-	68,193	90,898	
6 Add: Amortization	-	-	-	
7 Add: Interest	25	25	25	
8 EBITDA	192,244	176,828	224,896	
9 Add: Owner's Salary (W-2)	200,000	265,000	265,000	
10 Add: Owner's Salary-Related Expenses	18,000	23,850	23,850	
11 Adjusted Cash Flow	410,244	465,678	513,746	

Adjustments:

12	Salary non-working family members			
13	Employee benefits paid for owner			
14	Auto expense-personal	4,134	3,479	5,635 Fuel
15	Auto insurance - personal	(6,075)	(3,374)	Interest Income
16	Auto repairs - personal	59	1,474	
17	Contributions and donations			
18	Fair market rent adjustment			
19	Medical / life insurance - personal	12,100	10,028	10,013
20	Professional services - non-recurring	6,189		One Time Legal Fee
21	Owner's retirement plan contributions	17,082	17,510	16,060
22	Travel & entertainment - personal	2,055	4,970	5,853
23	Non-recurring expense	108		19,000 Taxes Corporate
24	<i>Non-operating income/expense</i>	21,943	21,995	21,827 Taxes Property
25	Building Improvement	8,696	10,548	13,792
26	Penalties and Late Fees	5	7	248
27	Cell Phone	2,050	2,050	2,050
28	Employee Appreciation	2,099	1,222	546
29	Bad Debts		1,446	
30	Other Income	(2,471)	(65,770)	(3,438)
31	Total Seller Discretionary Add-Backs	67,974	5,585	91,586
32	Adjusted Cash Flow (line 11 above)	410,244	465,678	513,746
33	Total Seller Discretionary Earnings	478,218	471,263	605,332
34	Number of Months in this period	12	12	12
35	Average Monthly SDE	39,852	39,272	50,444
36	Annualized SDE	\$ 478,218	\$ 471,263	\$ 605,332

Source: Company records.

Please refer to the "Purpose" and "Disclaimer" presented in this report.

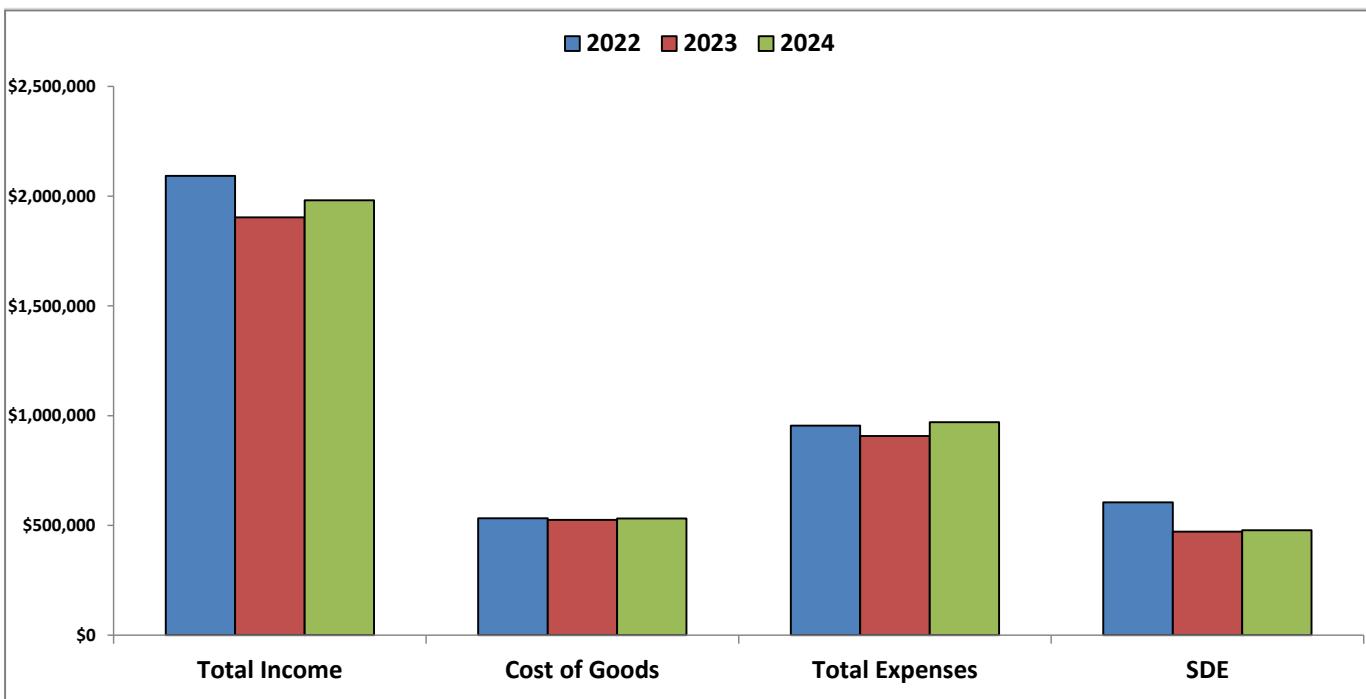
EXHIBIT C
ADJUSTED INCOME SUMMARY

SPECIALTY PRODUCTS DESIGN, INC.

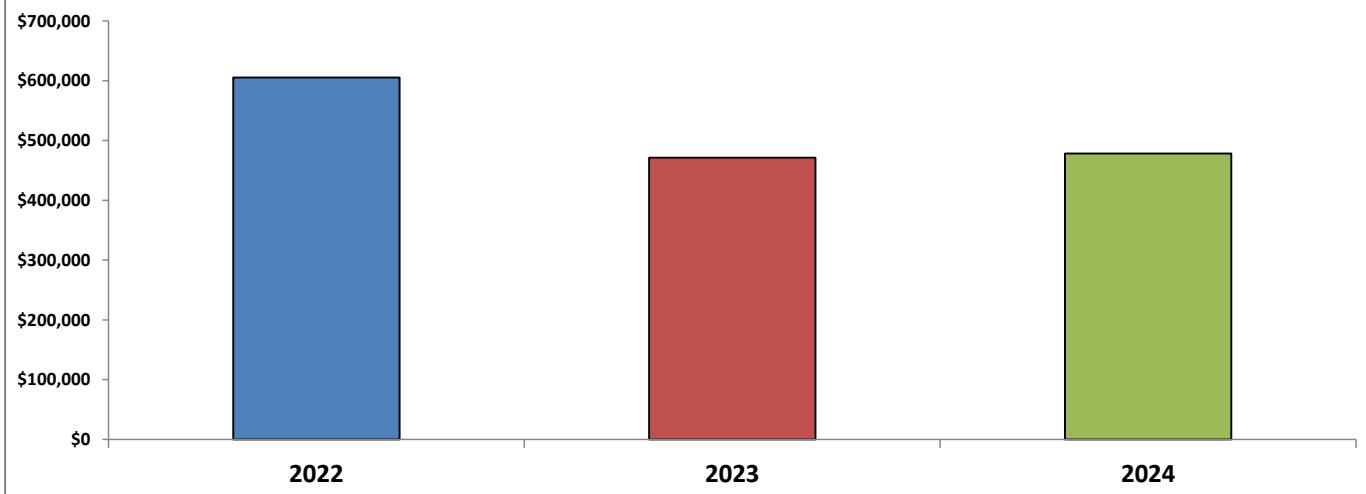
	2022		2023		2024	Annualized	Simple Average	
Total Income	\$2,092,273	100%	\$1,903,889	100%	\$1,980,922	100%	\$1,992,361	100%
Cost of Goods	<u>532,808</u>	<u>25%</u>	<u>525,623</u>	<u>28%</u>	<u>532,022</u>	<u>27%</u>	<u>530,151</u>	<u>27%</u>
Gross Profit	1,559,465	75%	1,378,266	72%	1,448,900	73%	1,462,210	73%
Total Expenses	<u>954,133</u>	<u>46%</u>	<u>907,003</u>	<u>48%</u>	<u>970,682</u>	<u>49%</u>	<u>943,939</u>	<u>47%</u>
SDE	<u>\$605,332</u>	<u>29%</u>	<u>\$471,263</u>	<u>25%</u>	<u>\$478,218</u>	<u>24%</u>	<u>\$518,271</u>	<u>26%</u>

Source: Company records.

Annual Amounts



ANNUAL SELLER'S DISCRETIONARY EARNINGS ("SDE")



Please refer to the "Purpose" and "Disclaimer" presented in this report.

CONFIDENTIAL INFORMATION SHEET ON SPECIALTY PRODUCTS DESIGN, INC.



<http://www.spdexhaust.com/>

Specialty Products Design, Inc. (SPD) is a Northern California Exhaust Component Manufacturer that is a California S-Corporation that has been in business for the past 54 years and under current ownership for the last 31 years. They offer a complete line of exhaust components for Exhaust Fabricators, ranging from Mandrel Bends, CNC Header Flanges, Merge Collectors, Collector Flanges, Stainless Bellows, V-Band Clamps and Sealing Flanges, as well as Formed Collectors and Accessories. Many of their clients work in the high-performance car arena, such as the National Hot Rod Association (NHRA) and NASCAR.

Once considered one of the more backward-looking segments of the automotive aftermarket, the hot-rod and street-rod markets have changed radically over the past generation. No longer the exclusive province of '30s through '50s roadsters and sedans equipped with traditional running gear, today's hot-rod market spans the automotive spectrum to include '60s through '80s muscle cars, pickups and utility vehicles sporting 21st-century technologies. In all, the market has grown into a global industry that constitutes a \$1.26-billion market sector, according to the most recent survey from the SEMA's Hot Rod Industry Alliance (HRIA).

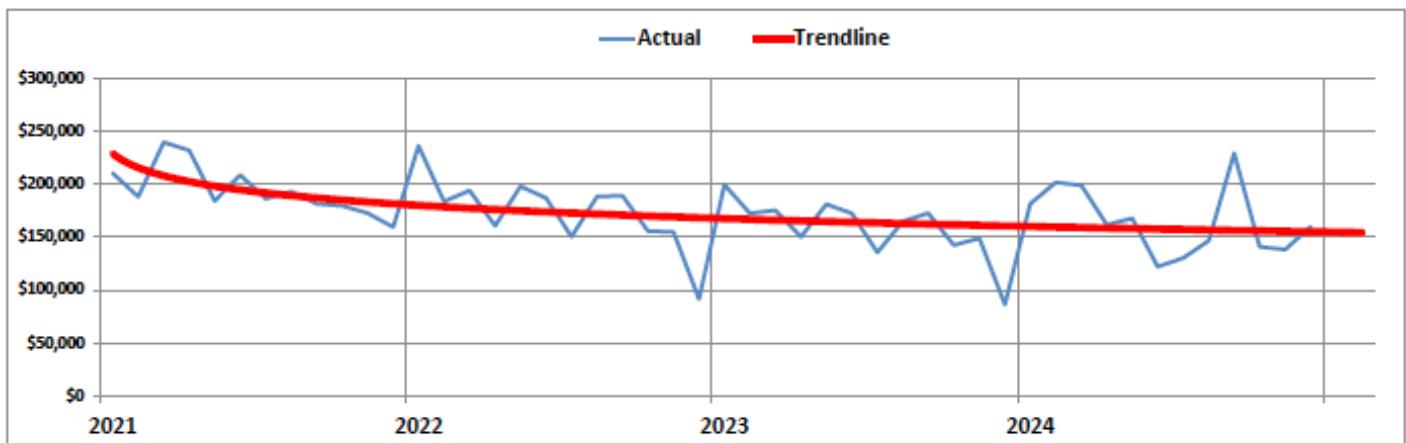
Overall, industry experts felt that the marketplace remained strong, but they also acknowledged the challenges posed by COVID-related disruptions over the past year. The automotive aftermarket gained an estimated four million new customers during the 2020 pandemic year, according to a report published by consumer-research firm NPD Group, but many companies are struggling to meet the surge in consumer demand because of the combination of pandemic-related plant closures, raw-materials shortages, and clogged supply lines. Fortunately, this Exhaust Component Manufacturer thrived during the pandemic and was well prepared with raw material continuing to be well stocked.

SPD operates out of approximately 22,000 square feet with a base rent of \$17,200 per month on a NNN lease. The property is owned by the Seller. The facility includes a show room, office space and very spacious manufacturing space.

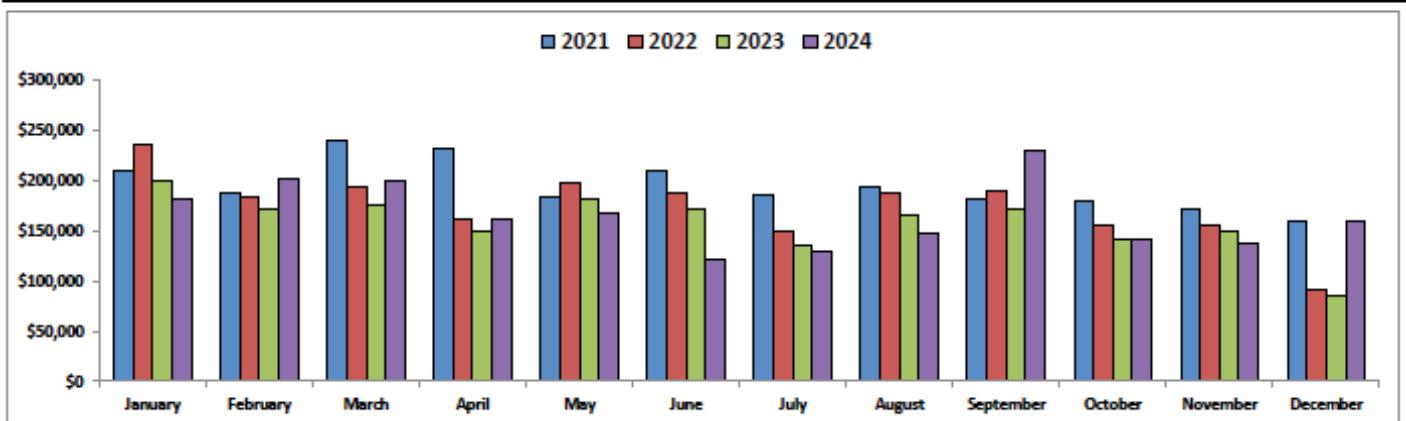
SPD has generated between \$2.1M and \$2.3M in revenue over the past 3 years, with Seller Discretionary Earnings between \$600,000 and \$735,000.

	<u>2024</u>	<u>2023</u>	<u>2022</u>
Revenue	\$1,980,922	\$1,903,889	\$2,092,273
Adjusted Cash Flow	\$410,244	\$465,678	\$513,476
Annualized Seller Discretionary Earnings (SDE)	\$478,318	\$471,263	\$605,332

SALES TRENDS FOR 48 MONTHS



MONTHLY SALES COMPARISON



There are currently 9 Full Time employees, not including the owner. Included with the business is approximately \$1,250,000 in Furniture, Fixtures and Equipment (including 3 tube benders, two CNC Mills, etc.) and \$525,000 of inventory. The current asking price for the business is **\$3,250,000** as a cash free / debt free sale. Seller financing may be available for a portion of the price. The amount and terms financed will be dependent on offered price and quality of the Buyer. The Seller is willing to train the new Owner for up to 4 weeks at 30 hours per week. Additional training from the Seller may be available at mutually agreed upon compensation from the Buyer to the Seller. The reason for selling is the Seller would like to pursue other interests.

For additional information, please contact Brett Sargent at Sunbelt Business Brokers of Sacramento, CA at brett@mysunbeltnetwork.com or cell phone 650-346-8176.

Collectors



[Merge Collectors](#)
[Pgs. 2-11](#)



[Formed Collectors](#) [Pgs.](#)
[12-13](#)



[Collector Transitions](#)
[Pgs. 14-15](#)



[Collector Retainers,](#)
[Bellows,](#) & [Bungs](#)
[Pgs. 16-19](#)

Tubing



[Mandrel Bends](#)
[Pgs. 20-23](#)

Straight Tubing

[Pgs. 24-25](#)

Header Flanges

[Pencil Rubbing](#)
[Pg. 26](#)

[Vintage Engines](#)
[Pg. 27](#)



[GM](#)
[Header Flanges](#)
[Pgs. 28-39](#)



[Ford](#)
[Header Flanges](#)
[Pg. 40-47](#)



[Mopar](#)
[Header Flanges](#)
[Pg. 48-53](#)

Misc



[Exhaust Flanges](#)
[Pgs. 62-65](#)



[Turbo Flanges](#)
[Pgs. 66-67](#)

[Header Bolts](#)
[Fabrication Supplies](#)
& [Misc](#)
[Pgs. 68-73](#)

<http://read.uberflip.com/i/1014206-2018-catalog/13>? – 2018 Flash Catalog



SPD

SPECIALTY
PRODUCTS
DESIGN, INC.

50th
Anniversary
1968-2018
Edition



*Quality Exhaust Components
For the novice or industry professional*



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