

A background image showing a close-up of a welding process, with bright orange and yellow sparks flying from a dark metal surface. A dark blue semi-transparent box is overlaid on the center of the image, containing the text "Available for Acquisition" and "National Wholesaler of Welding Supplies".

Available for Acquisition

National Wholesaler of Welding Supplies

Company Overview

ACT Capital Advisors is excited to offer a national wholesaler of welding supplies for acquisition. The Company distributes welding consumables, abrasives, safety equipment, and tools across the United States and abroad, operating several facilities that provide coast-to-coast coverage across all fifty states, with a developing international presence.

Since 2024, management has executed a broad operating overhaul: consolidating its warehouse footprint, reducing costs, diversifying its global supply chain to optimize product sourcing, and introducing new private label product lines. Gross margin has expanded roughly 5 points and the Company generated \$0.8M of Adj. EBITDA in the first half of 2026 alone, with the growth trend continuing through H2 2026. YE 2026 expectations are about \$1.4M of EBITDA.

Investment Highlights

Margin Expansion and Return to Profitability: Management has executed a cost reduction strategy since 2024 spanning warehouse consolidation, key production costs, and catalog-wide repricing. Gross margins have increased 500 basis points since 2024, and adjusted EBITDA has swung from a \$700k loss in 2024 to \$800k of profit in the first half of 2026 alone.

Established Brand with In-House Abrasives Production: Approximately 90% of the Company's sales move under its brand. The Company carries approximately 3,700 SKUs at an average gross margin of approximately 44%. Owning the brand allows the Company to capture manufacturer economics rather than reselling third-party product.

Coast-to-Coast Distribution Footprint: The Company operates several distribution centers across the United States, allowing it to ship products quickly and efficiently across all fifty states, with a developing international presence.

Diverse Customer Base with Minimal Concentration: The Company serves an average of more than 700 customers per year, with no single customer accounting for more than 6.1% of total revenue in any of the last four years. This diversification removes reliance on any one relationship and positions the buyer to grow the account base without inheriting concentration risk.

Redundant Supply Base with No Sole-Source Dependency: The Company sources from 53 suppliers across North America, Europe, and Asia, providing redundancy across the entire product line and eliminating sole-source dependencies. Management has actively moved suppliers out of China and used tariff positioning to expand margins.

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Summary Financial Information

FYE Dec. 31,	2024	2025	June 2026 YTD	2026E
Revenue	\$20.2M	\$20.0M	\$11.1M	\$21.6M
Gross Profit	\$7.2M	\$7.5M	\$4.5M	\$9.4M
Adj. EBITDA	(\$0.7M)	\$0.6M	\$0.8M	\$1.4M

Contact Information

For more information, please contact:

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Interested parties should execute the attached Non-Disclosure Agreement (NDA) and return to ACT Capital Advisors with a written request to receive the Confidential Information Memorandum (CIM). NDAs and CIM requests should be submitted to Ivan Trindev, ACT Vice President.



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