



PULP, PAPER, AND PACKAGING

At B. Riley Advisory Services, our team of professionals understand the complex drivers of the Pulp, Paper, and Packaging industry. In a dynamic market such as the Pulp, Paper, and Packaging industry, knowing how market factors affect inventory and machinery and equipment values, intellectual property, and risk are crucial to success. With decades of experience, we are able to identify market trends, accurately value inventory, and guide our clients through the ever changing Pulp, Paper, and Packaging environment.

Overall paper sales continue to decrease due to competition from digital technology. However, sales of specialty papers are relatively strong. Meanwhile, packaging producers have experienced increasing sales as the result of higher demand from e-commerce and food packaging applications.

B. RILEY ADVISORY SERVICES

When valuing Pulp, Paper, and Packaging industry assets, our team will look at factors such as sales trends, gross margin, discounting levels, aged and excess inventory, weeks of supply, commodity prices, and industry trends.

We will perform inspections of production facilities and warehouses and inspect machinery and equipment to check for wear, along with reviewing maintenance records and rental history to verify whether equipment has been properly maintained and upgraded throughout its lifecycle.

We will even determine additional value for intangibles such as customer lists, brand names, trademarks, domain names, and licenses.

In addition to our internal personnel, B. Riley Advisory Services maintains contacts within the Pulp, Paper, and Packaging industry that we utilize for insight and perspective. Our hands-on approach is guided by our extensive experience in the Pulp, Paper, and Packaging Industry including our appraisal of the following types of companies:

- A leading distributor of fine paper, graphic supplies and systems, wide format, packaging systems, business imaging, and flexography
- Leading manufacturers and regional distributors of premium, writing, text, cover, and specialty papers in a variety of colors, weights and finishes; durable, saturated, and coated base papers for a variety of applications; pulp; and other wood-based products, including a global forest products company with annual sales over \$3 billion
- Manufacturers, distributors, and brokers of book publication papers,

TYPICAL INVENTORY

- Bathroom Tissue
- Paper
- Paper Towels
- Paperboard
- Pulp

TYPICAL M&E

- Digesters
- Grinders
- Laboratory Equipment
- Paper-Machines
- Pulp and Bleaching Systems
- Sheeters
- Slitters
- Winders
- Other Converting Equipment

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coated and uncoated freesheet, supercalendared and coated groundwood papers, newsprint, and other fine paper purchased by U.S. book, magazine, and advertising publishers, including companies with more than \$400 million in sales

- Distributors and printers of sheet-fed paper products such as pressure-sensitive paper and film used in a variety of applications, including inserts, magazines, direct mail, and other print mediums, such as a major North American commercial printer with annual revenues in excess of \$3 billion
- A leading U.S. manufacturer of printed and unprinted envelopes in various sizes and styles for the merchant/wholesale market, large envelope consumers, and specialty wholesalers, with annual sales over \$500 million

B. Riley Advisory Services has also liquidated a number of companies within the sector including Printcrafters, Inc., Colfax Envelope Corporation, Solar Graphics, Inc., WWF Paper, Tye-Sil, Usdan Paper Company, Pandick Press, Target Graphics, Unicover Corp., Wicklander Printing Corp., and Office Max.

B. Riley Advisory Services understands the complexities of the Pulp, Paper, and Packaging industry and their effect on inventory and machinery and equipment valuations.

WHERE WE'VE MADE WINNING PARTNERSHIPS





TEXTILES

In a dynamic market such as the Textiles industry, knowing how market factors affect inventory and machinery and equipment values, intellectual property, and risk are crucial to success. With decades of experience, we are able to identify market trends, accurately value inventory, and guide our clients through the ever-changing Textiles industry environment.

The Textiles industry has undergone a notable reduction in demand over the past decade amid rising competition from China and other emerging economies, which hold a major manufacturing advantage in low-cost labor. While demand from automotive and home furniture markets has helped slow declines in industry revenue, textile mills still have experienced a consistent decline in revenue in recent years. The industry has been forced to change focus from the shrinking apparel market, with many apparel retailers facing higher acquisition costs due to tariffs. While some retailers have begun sourcing more from domestic producers, the majority are moving their sourcing to countries such as Vietnam and Bangladesh, where many already have relationships.

B. RILEY ADVISORY SERVICES

When valuing Textiles industry assets, our team will look at factors such as sales trends, gross margin, aged and excess inventory, weeks of supply, commodity prices, and industry trends.

We will perform inspections of production facilities and warehouses and inspect machinery and equipment to check for wear, along with reviewing maintenance records and rental history to verify whether equipment has been properly maintained and upgraded throughout its lifecycle.

We will even determine additional value for intangibles such as customer lists, brand names, trademarks, domain names, and licenses.

B. Riley Advisory Services maintains contacts within the Textiles industry that we utilize for insight and perspective. Our hands-on approach is guided by our extensive experience in the Textiles industry including our appraisal of the following types of companies:

- A specialty yarn producer selling product primarily into the apparel market
- A manufacturer of textured polyester, nylon, and polypropylene yarns

TYPICAL INVENTORY

- Rolls and Swaths of Woven and Knitted Fabrics
- Lycra
- Linens
- Raw Denim
- Blended Fabrics
- Canvas
- Nylon
- Yarn
- Greige Goods
- Geotextiles
- Organic Cotton

TYPICAL M&E

- Weaving Machines
- Spinning Machines
- Knitting Machines
- Fabric Seaming Machines
- Tufting Machines
- Label Making Machines
- Applique Scaling Machines
- Cloth Measuring Machines
- Cloth Cutting Machines
- Embroidery Machines

- One of the largest manufacturers of performance synthetic fabrics, offering over 480 styles of synthetic fabric with varying weights, textures, and functions
- A leading producer of retail fabrics, specialty fabrics, and craft products in the U.S., manufacturing goods in a wide variety of synthetic fibers
- An industry leader in textile and chemical products, including denim, dyed fabrics, and flame-retardant fabrics for use in apparel and home furnishings

Our team has also liquidated a number of companies within the sector including Atlas Textiles, Garment Services, Seatco, and Textile Alliance.

B. Riley Advisory Services understands the complexities of the Textiles industry and their effect on inventory and machinery and equipment valuations.

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Propex

frontier
Spinning mills

RSM

USFIBERS

Rönile

Twitchell

LEATHERMIRACLES

CHEMICALS & PLASTICS INDUSTRY

In a dynamic market such as the chemicals and plastics industry, knowing how market factors affect inventory and machinery and equipment values, intellectual property, and risk are crucial to success. With decades of experience, we are able to identify market trends, accurately value inventory, and guide our clients through the ever changing chemicals and plastics industry environment.

B. RILEY ADVISORY SERVICES

When valuing chemicals and plastics industry assets, our team will look at factors such as sales trends, gross margin, inventory levels, weeks of supply, customer base, technological advancements, and market prices for resins and key feedstocks such as crude oil and natural gas.

We'll perform inspections of production facilities and warehouses and inspect machinery and equipment to check for wear, along with reviewing maintenance records and rental history to verify whether equipment has been properly maintained and upgraded throughout its lifecycle.

We'll even determine additional value for intangibles such as customer lists, brand names, trademarks, domain names, and licenses.

B. Riley Advisory Services maintains contacts within the chemicals and plastics industry that we utilize for insight and perspective. Our hands-on approach is guided by our extensive experience in the industry, including appraisals of market-leading manufacturers and distributors of chemicals and plastics, plastic bottle and plastic container manufacturers, and foam and foam product manufacturers, as well as small and middle market commodity and specialty chemical manufacturers and distributors. Our team has also liquidated a number of companies within the sector, including various producers of chemicals and plastic products.

B. Riley Advisory Services understands the complexities of the chemicals and plastics industry and their effect on inventory and machinery and equipment valuations.

TYPICAL INVENTORY

- Ethylene
- Polypropylene
- High Density Polyethylene
- PVC
- Polystyrene
- Polyethylene Terephthalate
- Additives
- Lubricants, Stabilizers, and Modifiers
- Plastic Pipes, Bottles, and Containers

TYPICAL M&E

- Injection molders
- Blow molders
- Extrusion machines
- Thermoforming machines

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