



Glass Manufacturing Leader - Northeast U.S.

Acquisition Highlights

- 6,000+ Customers, including 75% Fortune 500
- Patented Technology with Long-term Protection
- Market Pioneer with 20+ Year Track Record
- Asset-Light Model with Customer-Funded Ops
- Purpose-Built Interactive Demonstration Facility



2025 Gross Revenue: \$3,088,006 Asking Price: Expressions of Interest

Business Description

This established manufacturer and distributor of smart glass and dynamic architectural glass solutions has positioned itself as the recognized, market-leading innovator in switchable privacy glass. The company serves commercial, residential, healthcare, and government markets nationwide with proprietary branded products.

Unlike commodity manufacturers, this business specializes exclusively in advanced smart glass technologies. The company provides custom solutions including privacy glass that switches from clear to opaque with automated controls. These solutions integrate seamlessly with smart building systems.

The company operates from a purpose-built facility in the Northeast featuring a proprietary interactive demonstration center that showcases cutting-edge smart glass technologies and capabilities. This unique facility attracts customers globally and serves as both a sales tool and competitive barrier to entry.

This technology-driven business model features patented innovations and established market leadership. The experienced founder is open to transitioning, while the company maintains a seasoned management team and documented processes built for scalable growth.

The company has developed comprehensive intellectual property and strategic supplier relationships creating significant barriers to entry. With lean operations and proven scalability, the business generates strong cash flow while maintaining flexibility to capitalize on expanding markets, presenting strategic buyers a turnkey platform with immediate market presence and significant growth potential.

YEAR	2025	2024	2023	2022
Gross Revenue	\$3,088,006	\$2,565,755	\$4,491,060	\$4,566,186
Adjusted EBITDA	\$267,536	\$121,205	\$166,340	\$218,941

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