
Industry Focus & Expertise

- **Mergers & Acquisitions**
 - Advisory services related to purchase or sale of business
 - Sell-side outreach and representation
 - Buy-side search for acquisition candidates
- **Business Valuations & Assessments**
- **Challenging Situations**
 - Orderly wind-down management
 - Non-bankruptcy debt restructuring
 - M&A advisory in troubled and special situations
- **Financing**
- **Strategic Counsel & Advisory**
- **Expert Analysis & Opinions**
- **Corporate Restructuring and Turnarounds**

Who We Serve

- **Owners**
- **Investors**
- **Lenders**
- **Boards of Directors**
- **Senior Management**

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Graphic Arts Advisors, LLC

Mergers & Acquisition Advisory
and Consulting Firm

Industry Focus & Expertise

Printing
Packaging
Mailing
Marketing Services
Large Format Graphics
Related Industries

GAA Firm Overview

An industry specific M&A advisory / financial consulting firm focused on graphic communication verticals

- Graphic Arts Advisors represents printing, packaging, mailing, marketing services, large format graphics and related graphic communication industry segments.
- Our team of advisors has decades of real industry experience, working in a variety of c-suite positions as well as business ownership roles around the U.S. Their careers have evolved across all areas of print and graphic production segments, including commercial sheet-fed and web-offset, flexography, and digital print production as well as a sign and environmental graphic companies.
- GAA principals have significant Merger & Acquisition experience with private companies, as well as deep experience in business value assessment, restructuring in challenging situations, orderly wind-downs, financing, strategic counseling and advisory, working closely with owners, investors, lenders and other constituents in the printing, packaging and related graphic communication industries.
- GAA principals maintain active relationships with owners of printing, packaging, paper, mailing services, fulfillment, marketing technology/services and related companies, as well as private equity groups, banks, and institutional investors and lenders throughout the U.S.
- Publisher of *The Target Report*, a respected monthly analysis of macro-trends in the printing, packaging and related industries and the only dedicated M&A transactional database for the graphic arts industry. www.thetargetreport.com

GAA Team



Mark R. Hahn
Senior Managing Director

Mark's expertise includes mergers & acquisitions, strategic and financial advisory, capital structure and funding, and assisting owners with the sale of their business. Mark is the

author of *The Target Report* which provides the printing, packaging and related industries with a high-level overview of industry trends and current transactions.



Mitch Evans
Managing Director

Mitch has over 40 years of experience in the print and graphic communications industry, has worked with hundreds of clients as a peer group leader, and has been

involved in over one hundred successful print industry M&A transactions. Before he successfully owned his own printing company for 23 years, Mitch was a management consultant with Arthur Andersen (now Accenture).



John E. Hyde, Esq.
Managing Director
– Special Situations

John has over 30 years as a consultant to the graphics communications industry. After practicing law at Chadbourne & Parke, John founded

Rampart Associates, which he merged into the National Association of Printing Leadership (NAPL). John assists clients with non-bankruptcy debt restructuring, orderly wind-downs and M&A services.



Rod Bristol
Director

Rod has over 41 years of experience in mergers and acquisitions, print and graphic communications company management and financial education. Rod advises

clients on both their financial results and exit strategy options, with a primary emphasis on assisting owners of privately held companies. Rod is a Certified Franchise Executive and frequent expert presenter on financial topics.



Michael S. Wurst
Director

Michael has had a lifelong dedication to the printing industry. As CEO of the Henry Wurst company in Kansas City, Michael grew the company and diversified

its service offering by making multiple acquisitions throughout the country including acquisitions and plant consolidations in the Denver, CO, area. Michael assists owners of graphic companies seeking to sell or grow via acquisition.

