



IDAHO MULTI-LOCATION ELECTRONIC CIGARETTE AND ACCESSORIES RETAILER

THE COMPANY

This opportunity is a nicely positioned and very profitable e-cigarette and vape accessory business. As part of a rapidly growing industry, this company has enjoyed a 36%+ compound average growth rate the last four years. Indeed, the seller is expecting about a 69% growth in 2017 gross sales over 2016! The vape industry is expected to continue its growth trajectory as tobacco product smokers increasingly transition to the electronic cigarette products. The company specializes in e-cigarettes, mods, batteries, tanks, RBA atomizers and e-liquid, as well as vaporizer accessories, replacement parts, coils, cotton and wire. However, what sets these stores apart from the competition is they carry the largest selection of e-cigarettes bases, vaporizer accessories and e-liquids within a very wide geographic radius. They also private-label a wide selection of internally mixed e-liquids. The stores are staffed with friendly and knowledgeable employees. Special emphasis is placed on exceptional customer education and service which has been successful in promoting customer loyalty. Uniquely designed customer loyalty programs and competitive pricing has also been instrumental in the company's rapid growth. The business has eight employees including two full-time owners.

THE LOCATION

The stores are located in easily accessible multi-tenant buildings. They are located in relatively smaller populated cities but enjoy a very large market share. The stores range from 500 square feet to 1,200 square feet. Additionally the company utilizes off site storage to maintain a larger inventory and keep the high volume stores stocked. The seller says that every weekend at least one store is packed with customers. With current monthly sales running about \$140,000, that is easy to understand.

THE STRENGTHS

The business strength is its ability to attract and retain customers by offering the best product selection and service with very knowledgeable employees. The business is strategically located in smaller markets and enjoys a large market share.

THE REASON FOR SELLING

The owner would like to retire.

THE IDEAL BUYER

The business is an excellent opportunity for an entrepreneurial minded buyer interested in purchasing an already successful business and taking it to a higher level.

THE POSSIBILITIES

The business model is scale-able and perfect for replicating in additional locations. The business is also a perfect target for an existing e-cigarette business interested in growing through acquisition.

ASKING PRICE
\$1,500,000

TERMS:
Cash

PRICE ALLOCATION

Furniture, Fixtures & Equipment	\$25,000
Inventory	350,000
Intangible Value	<u>1,125,000</u>
Total Assets	\$1,500,000

All values provided by Seller

INCOME STATEMENT SUMMARY

2017 Estimated Sales	\$1,425,000
2017 Estimated SDCF	\$300,000

Financial information provided by Seller

Financially qualified interested parties can receive additional details upon execution of a [Confidentiality Agreement](#) and demonstration of financial capacity.

Request Additional Information:

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