

# ESTABLISHED DISTRIBUTION COMPANY

Treasure Valley, Idaho Location

## THE COMPANY

As a company that has built customer trust for over 62 years, businesses in the Treasure Valley know our client Company as a “go-to” source for products carried by the Company and for specialized knowledge in solving customer problems and needs with respect to those products. Over 90% of the Company’s sales are B2B with hundreds of active accounts. The Company represents some of the finest manufacturers in its industry. Indeed, one of its primary suppliers is a manufacturer that was established in 1885! The Company currently has three employees, including the owner. The business operates Monday through Friday from 7AM to 4PM.

## THE LOCATION

The Company leases approximately 6,658 square feet in a Seller-owned building (not included in sale) in a central, easily accessible location. The business pays a market lease rate and the Seller is willing to do a long term lease to the buyer of the business.

## THE STRENGTHS

The Company has a solid and documented operating platform, from a well-organized warehouse and an excellent inventory tracking system to a website with a menu of the Company’s offerings that include on-line purchase options complete with a shopping cart.

## THE REASON FOR SELLING

The Seller is a third generation operator of the business. After 30 years in the business, they are interested in semi-retiring.

## THE IDEAL BUYER

The perfect buyer for this Company is an individual with sharp operational and marketing skills interested in taking a business with a rich history, an excellent reputation and solid business platform to the next level. The Company is also an excellent candidate for acquisition by another company looking to expand its product offering and/or its market presence in Idaho.

## THE POSSIBILITIES

While our client Company has been highly focused and specialized, there is “meat on the bone” in potentially expanding product offerings complementary and synergistic to the current menu of products. The Seller does do some SEO, but feels much more can be done to further drive on line sales.

*Additional details can be provided to qualified buyer prospects after signing an NDA and demonstrating financial qualifications to purchase this Company.*

## ASKING PRICE

**\$510,000**

## TERMS:

Cash

## ASSET PRICE ALLOCATION

Inventory	\$137,000
Furniture, Fixtures & Equipment	48,000
Goodwill	<u>325,000</u>

**Total Assets** **\$510,000**

*All values provided by Seller*

## INCOME STATEMENT SUMMARY (2020)

Gross Sales \$797,676

**Seller Discretionary Cash Flow\*\*** **\$175,329**

*\*\*Recast EBITDA plus owner compensation*

*Financial information provided by Seller*

## REQUEST ADDITIONAL INFORMATION

TO RECEIVE ADDITIONAL INFORMATION, please click the link below to fill out and submit an electronic **Confidentiality Agreement**.

<https://arthurberry.com/confidentiality-agreement>

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File 5073 / 20210909



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