

Distributor of Hardwood Flooring

Region
Idaho

2021 Est. Revenue
\$3,500,000

2021 Est. EBTIDA
\$147,000



The Company is a distributor of hardwood flooring products. The Company's product lines include unfinished hardwood, prefinished hardwood flooring, and associated equipment and finishing supplies. The Company caters to the single-family residential sector, and generates revenue through Hardwood Installers/Contractors (70% of sales) and Dealers (30%). The Company generates revenue through unfinished hardwood flooring (47%), Prefinished Hardwood Flooring and Waterproof Luxury Vinyl (28%), and Finish, Abrasives, and other Sundries for Installation and Finishing (25%). The Company has a 9,000+ sq. ft. facility with over 7,500 sq. ft. of dedicated warehouse space.

Investment Considerations:

Strong Client Relationships: The Company has close to 130 customers in its database; management estimates that 90% of revenue emanates from repeat business, with the remainder from new customers.

Focus on Service: The Company consistently focuses on customer-driven solutions. The Company is well-regarded for its ability to provide the appropriate products to meet customer needs and for a high level of responsiveness; this has resulted in repeat business as well as the acquisition of new customers.

Branded Products: The Company has a brand which is well recognized in the market for prefinished products, and provides a material opportunity for future growth

Consistent Financial Performance: Broadly, revenue averaged approximately \$3.3 million, while EBITDA averaged \$122,000 during the historical period (2018 to 2020).



Brent Bungard, M&A Advisor (208) 639-6168
Randy Limani, M&A Advisor (208) 639-6172

bbungard@generational.com | rlimani@generational.com

Client # 63865
Confidentiality Link: NDA