

# Established Hardware Company

## Treasure Valley, Idaho Location



### THE COMPANY

The company has a strong track record of providing quality hardware to retail and commercial customers and has been in existence for over 40 years! The company is a niche provider of hardware, with a long track record of excellent customer service and product knowledge. The company supplies everything for the general contractor, shop supplies for mechanical and repair shops, and general hardware supplies for the do-it-yourselfer (DIY) and handyman. The company has a strong track record of consistent growth in sales and profit. The company's revenue mix has historically been evenly distributed between retail and commercial customers, but with the rapid growth in the company's primary service areas, sales have increased more in retail.

### THE LOCATION

The business operates in the Treasure Valley off a busy business corridor. The business enjoys a favorable rent available to a new owner. There is ample space to expand product offerings and increase sales.

### THE STRENGTHS

The strengths of the business include a strong track record in providing unmatched customer service to retail and commercial customers. The company has a very long record of providing excellent customer service, which can be leveraged to expand the retail and commercial market. A new owner could take an active role in operating the business, or could hire a manager to manage the business.

### THE REASON FOR SELLING

After growing the business and its strong reputation, the owner wishes to retire and simplify his life.

### THE IDEAL BUYER

The ideal buyer would be another hardware company looking to expand further in the Treasure Valley, or a new owner looking for a new opportunity to expand and grow.

### THE POSSIBILITIES

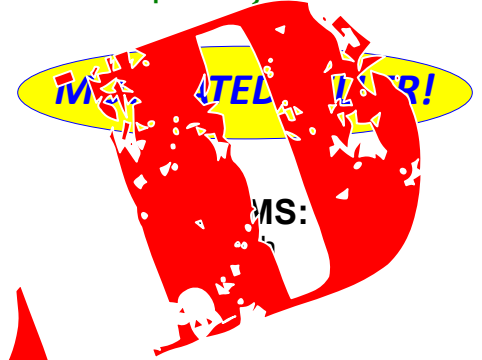
There is an opportunity to continue to grow sales across the company's primary service areas, and a new owner could provide other services to their strong client base of contractors and mechanical and repair shops. The company could also focus on growing their retail market share through more promotion and further awareness of their strong customer service and product knowledge.

### ASKING PRICE

~~\$600,000~~

Price Reduced to

**\$450,000**



**Seth Ruhter**

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#### ASSETS

Furniture, Fixtures & Equipment	\$76,353
Inventory	<u>525,000</u>
<b>Total Assets</b>	<b>\$601,353</b>

*All values provided by Seller*

#### INCOME STATEMENT SUMMARY

Gross Sales \$1,516,306

*Financial information provided by Seller*



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