

BEVERAGE DISTRIBUTION COMPANY

Idaho Falls, Idaho

THE COMPANY

The Nutritional Product promotes 26 flavors that offer delicious, easy, affordable nutritional supplements, weight loss and energy drinks. The Nutritional Product is designed to replace low-nutrition beverages and promote more energy and improve appearance. Everyone else notices the improvement in your energy, appearance, and attitude. Just by eliminating what your body doesn't need and providing it with the critical ingredients it does need, you dramatically change your body's ability to stay healthy, active, and prevent the signs and symptoms of aging. The Nutritional Product is offered exclusively for sale in Idaho Falls. The product has been well received by the community; generating \$300,000 in sales and positive operating income of \$9,000/month. The owner is passively active, working 10-20 hours per week to tweak the promotion, train and challenge the marketing team. The location has been an excellent supply and education source to promote the products. The Nutritional Product offers more than weight loss; the energy and anti-aging benefits of the product create a strong customer loyalty with repeat sales. This is not a franchise, the Marketing Agreements are renewable every two years, and there are not any additional corporate charges. The corporation is based in Utah and provides strong mentoring and support.

THE CUSTOMER

The customer base continues to grow. Over the last two years support for the product has grown to over 3,000 customers. Most sales are commission based from the location but recent updates to the Point of Sale system has increased direct sales to previous customers that need product site visits. The demographics for the product are diverse. Weight loss may be the primary sale but the added benefit of the product such as energy and softer skin, sustains repeat sales.

THE REASON FOR SELLING

The owner's goal was to invest in wholesale distribution and grow the basis of the company. He is very proud of company performance but has decided that he is not willing continue long term. The incentive is to sell on a cash basis and invest capital into a larger, non competitive company. Prior to disclosure of financials or the disclosure of product, the seller requires verification of the interested party's ability to finance the purchase.

THE IDEAL BUYER

The Nutritional Product is an excellent investment purchase. The core base for the product is secure and the return on investment will out pace similar investments. The seller bought this Beverage Distribution Company based on being a wholesale distributor, generating a profit in excess of \$100,000 per year while being somewhat passive. The owner can monitor sales, inventory, promotions, from off site. The crew in place is trained to continue to generate strong returns.

ASKING PRICE
\$250,000

TERMS:
Cash

ASSETS

POS/Assets	\$20,000
Inventory	<u>8,000</u>
Total Assets	\$28,000

All values provided by Seller

INCOME STATEMENT SUMMARY

Gross Sales	\$300,000
Net Profit	\$100,000

Financial information provided by Seller

20110629

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TO RECEIVE FURTHER INFORMATION, sign and return the Confidentiality Agreement/Agency Representation found on our web site. The listing agent, **BILL SPOFFORD**, will then contact you. If you prefer, this agreement can also be requested by contacting us at **208-535-9905**. The information above has been provided by the seller. Arthur Berry & Company makes no representation as to its reliability. Price and terms subject to change at seller's discretion. FILE IF-4268