

BIO-GENICS, LTD

Caprine Semen Collection, Sales and Buck Marketing

THE COMPANY

BIO-Genics, LTD is a diverse company who presently focuses on both the domestic and international Caprine markets. BIO-Genics, LTD caters to the rapidly growing goat producer's demands with the offering of quality reproductive, cryogenic preservation and collection services, semen sales, artificial insemination equipment and supply sales, as well as semen inventory brokerage services.



www.biogenicsltd.com

The core model for the Company is to collect and process semen inventory by way of a Fall Collection Tour throughout the lower 48 states for a 2-4 month period during the fall and early winter months. The 2011 Fall Collection Tour is fully booked and bookings are already being taken for both the 2012 and 2013 seasons. This allows a new owner a predictable and strong operating profit. The demand for the products and services offered by BIO-Genics, LTD has been explosive; the international demand alone has taken on a profit center by itself with further opportunities for expansion and growth.

For the past 14 years BIO-Genics, LTD has established itself as a company of knowledge and experience, working with many Ag Grant Colleges and other Universities, teaching the fundamentals of artificial insemination. The primary focus of BIO-Genics, LTD has been on the dairy goat industry but has now expanded to meet the interest and demand of the meat goat market. Currently the company is looking to further expand into the deer and elk markets creating yet two more new and exciting profit centers. Should a new owner choose, the company could easily be further developed to incorporate the bovine, equine and exotic species markets.

RELOCATABLE BUSINESS

The Internet is a powerful marketing tool for all three divisions of BIO-Genics, LTD allowing it to be easily relocated and operate from any geographic base. By way of three separate websites and a printed catalog the semen inventory, related equipment and supplies marketed and sold account for over 75% of the gross sales of the company. Additionally, the international demand has continued to increase to such a degree that BIO-Genics, LTD is a major supplier of globally qualified goat semen, with international equipment and supply sales on the rapid increase as well. The core business encompasses the Fall Collection Tour which has a calendar duration and territory determined each year by the owner's personal preference. Once the product inventory has been collected, it is stored for marketing, making the physical demands of the business relatively minor outside of the Fall Tour.

THE CUSTOMER

Since the company's formation BIO-Genics, LTD has made customer service, excellence of reputation and quality of product their constant focus. As a direct result of these business fundamentals, they now control (and have for many years) the major portion of the marketplace within the caprine industry and are recognized experts in the field. Additionally, their customer service has created such a demand that they consistently experience complete bookings for their services on the average of 16-24 months in advance, without exception.

THE REASON FOR SELLING

BIO-Genics, LTD owners now find the demand for their business beyond their core comfort levels. This has been an exciting seasonal business allowing for travel across the United States during the picturesque fall months, with minimal work requirements during the spring and summer. Working with producers from all over the world has been both fulfilling and worthwhile but after 14 years, the thrill of leaving home for 2-4 months or hiring additional staff has begun to wane. With the addition this year of a second processor, both the present and future owners are enabled to manage the extreme growth the company is experiencing from their home office location. BIO-Genics, LTD is a solid profitable Company that has a strong demand to grow, with Sellers that have a strong desire to retire. Because of the company's solid reputation, the demand for product encourages the company to further expand and build on its fiscally solid base. The price includes formal training, Non-Compete Agreement, operating assets including the mobile collection lab, Fall Tour schedule of bookings and a strong operating protocol that will meet the demands of the industry.

THE IDEAL BUYER

BIO-Genics, LTD owners are experts within the caprine industry and will train/mentor and advise buyer of the industries complexity. This offering would be an excellent and exciting business model for the Veterinary Industry looking to expand its offerings or someone with the desire to work in the animal science field that has an interest in reproductive technologies, cryogenic services and the collection of semen. As of 2011, the Company has grown to such a degree that a second professional processor has been contracted to manage the Fall Tour, allowing a new owner more management flexibility. This business is also ideally suited for a buyer who has the desire to have a professional, home based, seasonal business that allows for frequent travel and focuses on web based marketing as the core business.

ASKING PRICE
\$258,000

TERMS:
Cash

ASSETS

Furniture Fixtures & Equipment	\$90,000
Net Operating Profit (1.5 times)	160,000
Current Retail Inventory	<u>8,000</u>
Total Assets	\$258,000

All values provided by Seller

INCOME STATEMENT SUMMARY

Contact Agent for Confidential
Financial Information

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and Commercial Real Estate

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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-4240