

# BUILDING PRODUCTS DISTRIBUTOR

## Multiple Intermountain Northwest Locations

### THE COMPANY

A 30 year established, highly respected distributor carrying many exclusive lines. This turnkey 50 employee professional staff business has independent management in place at each location. Longstanding relationships provide unique competitive advantages. For example, the company is an exclusive distributor of many major "niche product" manufacturers in the United States.

### THE PRODUCTS

In addition to the commercial specification market, the company is also highly focused on boutique interior and exterior high quality building products. Exclusive distribution rights to a wide variety of specialty product lines make this a very unique company. These deep product lines in multiple states create a much coveted sales platform.

### THE OPPORTUNITY

The recession in the building industry since 2008 has impacted the company. However, having the capital strength to maintain customer and manufacturer relationships positions the company well for both future commercial development and more particularly the return of higher margin residential construction. Attractive architect/designer/builder oriented showrooms and the business's ability to solely meet design specifications position the company outside of the "commodity" marketplace. Intercompany inventory, storage, and distribution allow for a high level of customer service and have provided the business with a strong competitive advantage with the "need it now" customer.

### THE FUTURE

Operational management is entrenched in the building communities they serve and will transition smoothly. A strong general manager is in place and desires to transfer with ownership. With receivables and inventory scrubbed of problems and favorable custom built leased locations in place long term, the company is well positioned for the economic building turnaround. Most of the real estate locations can also be purchased.

## ASKING PRICE Assets plus modest intangibles

### TERMS:

25% Cash Down  
50% Pre-approved Financing  
25% Owner Carry Back

### NORMALIZED BALANCE SHEET

(000)

2011

Accounts Receivable	\$1,410
Cash Equivalent	30
Inventory	3,585
Furniture Fixtures & Eqt ( at cost)	1,000
Vehicles (at cost)	<u>540</u>
<b>Total Assets</b>	<b>\$6,565</b>
Current Liabilities	3,450
Long Term Debt	510
<b>Net Equity (approx)</b>	<b>\$2,600</b>

### CONTACT AGENT FOR DETAILED FINANCIAL INFORMATION

Rev 20120413

## ARTHUR BERRY & COMPANY



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TO RECEIVE FURTHER INFORMATION, sign and return the Confidentiality Agreement/Agency Representation found on our web site. The listing agent, **ART BERRY**, will then contact you. If you prefer, this agreement can also be requested by contacting us at **208-336-8000**. 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 4311