

MANUFACTURING / MAINTENANCE BUSINESS

South Central Idaho

THE BUSINESS

This company serves the cheese and potato processing industry at locations primarily in four states. This business manufactures equipment, designed by the customer, for use in processing plants. In addition, the firm provides maintenance to both cheese and potato processing plants for both scheduled and emergency situations. To support the maintenance, the business maintains a very complete machine shop. All manufactured equipment is produced to standards and approved by the USDA. Over ninety percent of manufactured equipment is made using stainless steel.

THE LOCATION

This is a family owned business started in 1972. Many present day customers have been with this business for some time. Presently, in a typical year 60% of total revenues are generated by the potato side of the business with the remainder coming from the cheese portion. Approximately 70% of revenues are generated by maintenance with the balance attributable to manufacturing. Additionally, the company is a dealer for bearings used in various industrial applications. The real estate consists of 4 acres located on a major arterial highway. The building footprint covers about 15,400 sq. ft. While the number of employees varies, there are usually about 25 workers on the payroll. In addition to individual hourly rates of pay, the company provides 50% of the cost of health insurance. The company also provides a 401k matching up to 4% when the employee contributes 5%. Vacations are paid based on tenure and basic hourly rate. Generally, there is not a lot of seasonality, but due to the maintenance component of revenues, employees can expect to be working all holidays.

THE REASON FOR SELLING

The family members are all past normal retirement age and are looking forward to a time in the near future when they are only responsible for pursuing personal interests.

THE IDEAL BUYER

A very experienced staff is expecting to be retained. Currently the three principles leave the day to day operations to existing managers and staff. The managers currently bid equipment cost and schedule all maintenance, both in-state and out. It is time for new owners to come in and expand the business to new areas. The poultry processing industry is about to increase significantly in south central Idaho and this firm is well positioned to increase revenues by participating in this area. Potential buyers for this business will need to provide personal/company financial data prior to receiving a Confidentiality Agreement for execution.

ASKING PRICE

\$3,800,000

TERMS:

Cash or
Other terms acceptable to Sellers

Click [here](#) for slide show depicting examples of manufactured products

ASSETS

Inventory	\$170,000
Accounts Receivable	440,000
Equipment (50% of cost)	725,000
Real Estate	<u>436,000</u>

Total Assets **\$1,771,000**

All values provided by Seller

SELLER'S DISCRETIONARY CASH FLOW

Contact Agent for Confidential
Financial Information

20090604

ARTHUR BERRY & COMPANY

Business Brokerage Professionals

960 Broadway Avenue, Suite 450

Boise, Idaho 83706

Tel 208-336-8000 Fax 208-345-0609

For more information visit www.arthurberry.com or contact:

DAVID R. NORRIS

Cell: 208-890-7958

drnorris@arthurberry.com

TO RECEIVE FURTHER INFORMATION, sign and return the Confidentiality Agreement/Agency Representation found on our web site. The listing agent, **DAVE NORRIS**, will then contact you. If you prefer, this agreement can also be requested by contacting Dave at **208-639-6167**. 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 4075