

MK TRAILER SALES

Carey, Idaho

THE LOCATION

MK Trailer Sales has been operating from downtown Carey, Idaho since 1988. The main shop was built in 1995 to meet the demand with an additional extension in 1998. The plant has 29,000 square feet, with a 4,400 SF shop and a separate office/retail area. The asphalted yard in the west and south has good drainage with easy snow removal. The company has expanded from a "backyard" business to \$1,000,000 in sales in 2005. MK Trailer is located in beautiful Blaine County, Idaho in the middle of scenic mountain lakes, reservoirs, Craters of the Moon National Monument and the Sun Valley Resort. World class elk hunting is just up the first canyon, international skiing is over the hill, and the fishing is too good to talk about. MK Trailers has a 25-year reputation of providing fair prices on trailers of all kinds, maintaining a reputation for quality and reliability, and employing a qualified team of craftsmen. MK Trailer has three reputable distributors out of the area and relies on repeat and word-of-mouth marketing. Repeat customers account for 50% of each year's annual sales. MK Trailer also offers welding shop repair, trailer repairs, in addition to having a dealership license, manufacturing license, and the ability to manufacture custom trailers/flatbeds.

THE CUSTOMER

MK Trailer's customer focus is to build a professional, heavy duty trailer for ranchers and farmers but has expanded the product line for car haulers, snowmobile trailers, small utility trailers, and enclosed cargo trailers. The US Government and the yard service industry has been a growing customer base. MK Trailers has offered its customers a quality product at competitive prices for 25 years without employing web page or additional marketing.

THE REASON FOR SELLING

The owner has had sales of over \$1 million a year and seen the markets adjust in 2009 to about half. The adjusted net operating income for the owner has been stable during this time. The owner is at an age and time in life that he would like to scale back but is not at a point that he has to retire. The business is offered by the appraised value of land building; working asset value; current inventory and less than one year net of operating profit. The net operating profit average for the last three years has been approximately \$100,000.

THE IDEAL BUYER

Carey, Idaho (www.city-data.com/city/Carey-Idaho.html) is a small rural community and been an ideal location for the owner. Blaine County is the home of the mega rich, but Carey, Idaho has to date missed the expansion buzz. MK Trailers has been successful with an active owner operator. This is an ideal opportunity for a skilled craftsman who wants to live in a town without stop lights!! The business has been successful by supplying a quality product and being able to meet the needs of custom markets including yard care, electrical contractors, forest service, fish and game, and ranchers. A new owner who wants to market using a web page, solicit bids, increase dealer network, and promote product could certainly increase sales. The business model that is being sold has been successful but improvements could certainly increase the sales and return of the core business.

ASKING PRICE

\$350,000

TERMS:

Cash

ASSETS

Land/Building (per county tax)	\$180,000
Working Assets	50,000
Current Inventory	<u>60,000</u>

Total Assets **\$290,000**

All values provided by Seller

INCOME SUMMARY

3-Year Net Operating Profit \$100,000

Financial information provided by Seller



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