

POOL & SPA SALES & MAINTENANCE COMPANY

Sun Valley, Idaho

THE COMPANY

The owners formed this company in 1995 with the purchase of a local spa & pool service. Over the next few years, they purchased two other businesses. Exclusive distribution rights to the largest manufacturer of spas and related products places this company as the largest distributor in the market area.

Over 250 monthly maintenance contracts, service calls for repair, as well as sales of chemicals and other products produce additional sales and billings.

THE LOCATION

The business is located in a visible leased facility on the State highway main street in Hailey. Rent is market rate at \$3,000 per month. A second location operated for five years but was closed in 2008.

THE STRENGTHS

The company features exclusive distribution rights to Watkins full range of spas. Watkins is a division of MASCO, known for high quality products and strong warranties.

THE REASON FOR SELLING

The owner passed away recently leaving his spouse as sole owner. Qualified management is in place but have no ability to purchase the business.

THE IDEAL BUYER

A personable general manager or multiple jobs family operation would best take advantage of this strongly established four season growing business.

THE POSSIBILITIES

An owner could combine with other property management or landscape services or expand product lines. A "hands on" technician can easily learn the service portion and eliminate two of the five employees consisting of a general manager, bookkeeper and three commissioned only \$40,000/year field support staff.

ASKING PRICE
\$250,000

TERMS:
Cash

BALANCE SHEET (cost) 6/30/10

Furniture Fixtures & Equipment	\$40,732
Accounts Receivable	56,852
Leasehold Improvements	15,481
Spa & Office Equipment	5,925
Vehicles	89,234
Inventory	<u>48,802</u>

Total Assets **\$257,026**

Liabilities	
Current	\$25,937
Long-Term (relative)	<u>179,475</u>

Total Liabilities **\$205,412**

All values provided by Seller

INCOME STATEMENT SUMMARY

Contact Agent for Confidential
Financial Information

The 2008 sale of the Jackson Hole, Wyoming store produced non-recurring excess expenses of approximately \$50,000. 2010 monthly net will range between \$5,000 and \$10,000 a month for the rest of the year, even prior to considering spa sales.

Rev 20100810

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:

ARTHUR J. BERRY

208-336-8000

arthurberry@arthurberry.com

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 4168