

RESORT AREA RETAIL SALES SERVICE & INSTALLATION

Central Idaho

THE BUSINESS

This eleven year old company is engaged in the retail sales, service and installation of products in the consumer electronics industry. Appropriately classified as a lifestyle business in a lifestyle area, our client company sells products consumers enjoy purchasing. Indeed, the timing is excellent for a purchaser of this company to continue to ride the wave of high demand for our client company's products and services resulting from a fundamental change in technology in certain staples of household electronics. Given the pace of change in technology within the industry, the demand from customers wanting the latest and best is expected to continue especially in our client company's affluent market area.

The company has an excellent staff of approximately 14 employees. The seller made a conscious effort to hire knowledgeable customer oriented employees and to have quality, competent people in key company positions. Like any small business, this company requires significant owner involvement; however, with the company's existing organizational structure the seller is comfortable leaving the company for a short period of time in confidence that it will continue to operate smoothly.

The company has a history of operating profitably. The average seller discretionary cash flow for the last four years approximates \$745,000 and 2008 appears to be on track to at least meet that level of cash flow. The seller has indicated the revenue and customer order backlog for the early part of the year is stronger than it was for the same time in 2007.

THE LOCATION

The company occupies approximately 2,000 sq. ft. of showroom retail area in a retail building. Additionally, in the same building it occupies approximately 1,500 sq. ft. of storage space. The current space is adequate for its existing volume of business. The business is located in an area providing a wide range of world class outdoor life activities including hiking, biking, skiing, fly fishing - and all this almost at your doorstep.

THE REASON FOR SELLING

After over eleven years in the industry, the seller is interested in pursuing other business and personal interests. The company's industry, organizational structure, product mix and excellent reputation within this market area has it perfectly positioned for a new owner to grow and prosper from the business as the seller has. Additional details will be provided to buyer prospects upon signing a Confidentiality Agreement and providing evidence of financial qualifications suitable to purchase this business.

ASKING PRICE
\$2,450,000

TERMS:
Cash or
Terms Acceptable to Seller

INCOME STATEMENT SUMMARY

Contact Agent for Confidential
Financial Information

20080211

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, **RANDY LIMANI**, 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 3848