

DISTRIBUTION COMPANY

Treasure Valley, Idaho Location

THE COMPANY

This client Company is a 30 year old distributorship servicing a mature and large niche industry. It is a very profitable route sales and distribution business. With 200+ products, it offers a complete line of all core products its customers could need. The Company represents eight manufactures including its own branded products. Approximately 70% of its sales are of Company branded products, including several regionally protected and proprietary formulated items. Given the nature of the products sold, it is unlikely the products are vulnerable to technological disruption. The Company operates primarily in the Treasure Valley with approximately 80% of revenue generated in that market. However, approximately 10% of revenue comes from Twin Falls and the balance from outlying areas in Central Idaho, Oregon and Washington. No single customer accounts for more than 3% of total sales. The seller believes the Company can be expanded to a greater area of Washington. In addition, the seller is currently planning on expanding by adding a sales route, as the current full time employee is close to capacity in terms of ability to keep up with the growth in the Treasure Valley. The seller's part time involvement is handling administrative and bookkeeping duties and assisting in training customers as necessary. The seller currently works about 10 hours per week in the business. A new owner will likely be more involved. The current fulltime route sales/delivery employee works on a commission compensation basis. Four affiliated companies, operating under the same Company name, have territories in another part of the Idaho, Utah, Arizona and Nevada. Our client Company is the primary supplier to the those affiliates and benefit's by getting rebates from the manufactures credited to the Company's own purchases. The Company has only one competitor in route sales of the similar product lines.

THE LOCATION/FACILITY

The company is centrally located in the Treasure Valley and provides easy access to I-84. It leases a warehouse of approximately 3,800 square feet. The current warehouse is of adequate size to meet Company needs for the foreseeable future. The warehouse can be used more efficiently as the Company grows.

THE REASON FOR SELLING

The seller owns two other companies and feels the subject Company requires more attention than he can give.

THE IDEAL BUYER

This Company could be a good fit for other distribution companies that have an interest in adding to its product offerings and/or can absorb this Company via underutilized warehouse space. It is further a great opportunity for a marketing oriented individual interested in acquiring a well-established, very profitable business in mature industry. The seller is willing to assist a buyer for a smooth transition for a negotiated period of time, however, the existing employee is very knowledgeable, hardworking and will additionally help facilitate an ownership transition. The employee is very interested in staying with the business after a sale.

ASKING PRICE

\$660,000

TERMS:

Cash

PRICE ALLOCATION

Furniture, Fixtures & Equipment	\$45,000
Inventory	40,000
Intangible Value	<u>575,000</u>

Total Assets **\$660,000**

All values provided by Seller

INCOME STATEMENT SUMMARY

2019 Gross Sales	\$859,773
Seller Discretionary Cash Flow	\$243,873

Financial information provided by Seller

REQUEST ADDITIONAL INFORMATION

TO RECEIVE ADDITIONAL INFORMATION, please [CLICK HERE](#) to fill out and submit an electronic Confidentiality Agreement. This agreement can also be requested by contacting the agent below.

**ARTHUR BERRY
& COMPANY**

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