

# HEALTH PRODUCTS MANUFACTURER TO SUPPLY GROWING WEB-BASED DISTRIBUTORS

## Idaho Location

### THE COMPANY

Located in Idaho, the company is a contract manufacturer of private label health supplements. The Owners share a combined 30+ years of experience in the industry and created the business to meet a demand they recognized as being underserved with potential for significant growth. Long-standing customer relationships are the cornerstone of the company. The business operates in leased space with tenant improvements, including clean rooms and GMP Compliant workspace.

### THE STRENGTHS

The production team of 10 to 12 members is seasoned and trained in complex operations. The business enjoys a loyal core customer base with consistent influx of new customers. Deemed an essential business through the Covid-19 pandemic, the health-conscious end user represents growing demand, reflected in increasing YTD sales. Season of the year and state of the economy have virtually no impact on sales.

### THE REASON TO BUY

Niche manufacturing companies, catering to distributors using web based services, have exploded in today's new online economy. Currently the company does not market online. Redesigning the website and offering the current wide selection of inhouse products, coupled with an online ordering program, could increase volume beyond current growth levels. Keeping pace with this online market shift could put this company on a more competitive track in the expanding health-conscious market.

### THE REASON FOR SELLING

A combination of life changes and timing of other opportunities are the reason for selling.

### THE IDEAL BUYER

Parties with similar expertise and/or the vision to expand the business to the next (several) levels could enjoy increased success quickly.

**ASKING PRICE**  
**\$1,500,000**

**TERMS:**  
Cash

### ASSETS

Fixed Assets	\$122,615
Inventory*	<u>246,000</u>
<b>Total Assets</b>	<b>\$368,615</b>

*All values provided by Seller*

*\*All inventory on hand at time of sale included*

### INCOME STATEMENT SUMMARY

	2020 YTD (June 30)	2019
Gross Sales	\$1,075,000	\$1,535,000
Net Income		\$163,189
<b>Cash Flow (3-yr)</b>		<b>\$362,464</b>

*Financial information provided by Seller*

### To move forward, contact:

Scott Lieberg, Associate Broker  
Arthur Berry & Company  
250 W. Bobwhite Ct., Suite 230  
Boise, ID 83706

208-703-6978 (Mobile)

scott@arthurberry.com

### 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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