

**BUILDING MATERIALS COMMERCIAL
DISTRIBUTION BUSINESS READY FOR
ADDITIONAL GROWTH
(CONSTRUCTION SUPPLIES, COMMERCIAL
DISTRIBUTION)**



NASSAU, NEW YORK

Listed Price: **\$ 2,000,000**

Listing ID: **C2160918**

Listing Details

Gross Revenue: \$ 6,500,000

Cash Flow: \$ 650,000

FFE: \$ 260,000 (Included in Price)

Inventory: \$ 700,000

Form of Ownership: S Corp

Terms and Conditions: NEGOTIABLE

Reason for Sale: RETIREMENT

Training & Support:

Yes. The owner is willing to help rapidly grow sales with the new owner through an agreed transition period.

Listing Summary

Business Description: The business is focused 100% on commercial distribution of high-quality commercial building materials. The owner has focused the product mix in a niche area, allowing the company to maintain a dominant position in the market place. The company's ability to provide high-quality products and high-quality service with an impeccably organized infrastructure is unmatched in the industry, resulting in long-term customers and repeat business. **THEIR REPUTATION IS IMPECCABLE.**

The company has reduced its risk with a solid product mix that is consistently in demand, low customer concentration, solid distribution contracts from Virginia to Massachusetts, and excellent/loyal personnel all over 5 years with the company.

Historical Summary: Founded 1980 as retail only, the current owner used his turn-around expertise to purchased and rebuild the business ten years ago. He shifted the strategy to focus 100% on commercial customers and has maintained superior credit worthiness throughout. After a few initial years of restructuring personnel, the past seven years has focused on streamlining the product mix, operations and integrated computer systems to prepare a profitable and stable base for the company's growth phase. The owner has reached his planned retirement time.

Owner Qualifications: BUSINESS EXPERIENCE

Competition: LIMITED

Potential Growth: UNLIMITED

THIS BUSINESS IS READY FOR ITS NEXT GROWTH PHASE. The new owner will benefit from well trained and reliable employees (including a head of operations), impeccably organized and computerized systems already in place, so that new investments can be focused on variable costs for growth, not on fixed costs for infrastructure. The owner has recently secured major distribution contracts with highly-supported, high-quality national brands that could double the sales revenue over the next few years. Exclusivity exists between Virginia and Massachusetts.

THIS BUSINESS IS IDEAL FOR A SALES-ORIENTED OWNER WANTING A TURN-KEY BUSINESS TO GROW NOW.

Financing/Terms: NEGOTIABLE

Location

Option: YES
Lease Security: 35000
Type of Location: Stand Alone
Facilities:

30,000 sq.ft. impeccably organized warehouse with 1,000 sq.ft. of offices and a 1,000 sq.ft. showroom for commercial customers. The business has ample parking and is nearby a major highway for easy shipping routes. WAREHOUSE CAN SUPPORT AT LEAST 100% GROWTH AS-IS.

Operation

Year Established: 1980
Last Acquired: 2004

Days & Hours of Operation: 7AM-4PM MON-SAT
Owner Hours: 35
Employees: 14
Managers: 1
Absentee Owner: No

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