

# INDUSTRIAL DISTRIBUTION, MAINTENANCE & REPAIR

## \$2,495,000



This industrial distribution business was established in 1986 and prides itself on offering world class customer service. It provides transfer-related product to many industries including petro/chemical, pharmaceutical, food processing, oil and gas, and the beer industry. Most of its revenue comes from maintenance, repair, and operations, creating high margin levels. It is the industry leader in the Denver metro area and is poised for expansion. We feel this would be an ideal acquisition candidate for a financial buyer, an industry buyer, or a buyer currently specializing in a related industry.

### BUSINESS ATTRIBUTES

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| <ul style="list-style-type: none"> <li>● <b>Industry Leader</b></li> <li>● <b>Well Diversified Product Offering</b></li> <li>● <b>Diversified Client Base</b></li> <li>● <b>Low Customer Concentration</b></li> </ul> | <ul style="list-style-type: none"> <li>● <b>Highly Trained Staff</b></li> <li>● <b>Low Staff Turnover</b></li> <li>● <b>Scalable Business</b></li> <li>● <b>Recession Resistant</b></li> </ul> |
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<p style="text-align: center;"><b><u>Corporate &amp; History</u></b></p> <ul style="list-style-type: none"> <li>○ Established in 1986</li> <li>○ Original owners</li> <li>○ Subchapter S</li> </ul> <p style="text-align: center;"><b><u>Location &amp; Facilities</u></b></p> <ul style="list-style-type: none"> <li>○ Denver, CO</li> <li>○ 29,564 sq. ft.</li> <li>○ Lease</li> </ul>	<p style="text-align: center;"><b><u>Customers</u></b></p> <ul style="list-style-type: none"> <li>○ Petro/Chemical</li> <li>○ Pharmaceuticals</li> <li>○ Food &amp; Milk</li> <li>○ Construction</li> <li>○ Brewing</li> </ul> <p style="text-align: center;"><b><u>Sales &amp; Marketing</u></b></p> <ul style="list-style-type: none"> <li>○ Outside/inside salesperson</li> <li>○ Trade shows</li> <li>○ Website</li> </ul>	<p style="text-align: center;"><b><u>Services</u></b></p> <ul style="list-style-type: none"> <li>○ Maintenance/Repair</li> <li>○ Resale</li> <li>○ OEM</li> <li>○ Custom Product</li> </ul> <p style="text-align: center;"><b><u>Management &amp; Staff</u></b></p> <ul style="list-style-type: none"> <li>○ 9 employees (including owners)</li> <li>○ Warehouse Manager</li> </ul>
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FINANCIAL INFORMATION			ASSETS INCLUDED (Estimated)	
<b>Year</b>	<b>Gross Sales</b>	<b>SDE</b>	Furniture, Fixtures & Equipment	\$500,000
2017	\$3,961,311	\$652,983	Vehicles	\$36,000
2018	\$3,939,998	\$716,383	Inventory	\$900,000
2019	\$3,639,476	\$536,891		
Average	\$3,846,928	\$635,419	Total	\$1,436,000

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