

**IMMEDIATE GROWTH OPPORTUNITY FOR  
SALES ORIENTED OWNER IN CONSTRUCTION  
DISTRIBUTION  
(CONSTRUCTION SUPPLIES, COMMERCIAL  
DISTRIBUTION)**

NASSAU, NEW YORK  
Listed Price: **\$ 2,000,000**  
Listing ID: **C2160201**



**Listing Details**

<b>Gross Revenue:</b>	\$ 6,300,000
<b>Cash Flow:</b>	\$ 500,000
<b>FFE:</b>	\$ 294,000 (Included in Price)
<b>Inventory:</b>	\$ 400,000
<b>Form of Ownership:</b>	S Corp
<b>Terms and Conditions:</b>	NEGOTIABLE
<b>Reason for Sale:</b>	<b>RETIREMENT</b>

**Training & Support:**

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

**Listing Summary**

**Business Description:**

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**IMMEDIATE GROWTH OPPORTUNITY FOR A  
SALES ORIENTED OWNER!!**

Every operational and organizational detail has been impeccably developed over the past 11 years by the current owner.

The current owner invested heavily in every detail to run the business smoothly so you don't have to...just sell!

- Personnel is long-term, loyal, motivated, and have families nearby,

- **Margins are consistent and predictable,**
- **Product mix has been optimized for high-demand and consistent sales**

#### **PLUS**

- **SALES CAN DOUBLE WITH EXISTING INFRASTRUCTURE...JUST SELL MORE AND TURN INVENTORY MORE FREQUENTLY!**

#### **STRATEGIC ADVANTAGE**

- **REPUTATION IS IMPECCABLE AND SERVICE IS UNMATCHED**

**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.**

**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, who are long-term.**

**Historical Summary:** AFTER restructuring personnel, the past seven years has focused on streamlining the product mix, operations and integrated 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 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

**Financing/Terms:** NEGOTIABLE

Location

**Option:** Y  
**Lease Security:** 35000  
**Monthly Rent:** \$ 14,000  
**Square Footage:** 30000  
**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:** • Mon-Fri. 6am-5pm • Saturday 7am-12pm

**Owner Hours:** 5

**Employees:** 13

**Absentee Owner:** Yes

[\(Edit\)](#)