

**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

**INDUSTRIAL
SUPPLY**

Listing Details

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

Training & Support:

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

Listing Summary

**Business
Description:** Business Description:

**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

[\(Edit\)](#)