

FOR SALE: Eyewear Retainer Distributor with High Margins

Established network of over 2,000 accounts

Financial Overview

List Price: **\$968,000**
Gross Sales
2016: \$565,688
Owner Profit/Cash Flow
2016: \$221,706
Profit Margin: 39%
Multiple: 4
Valuation: 2-Yr Avg Cash Flow x Multiple = Price
\$241,611 x 4 = \$966,444

Funding Example

Purchase Price: **\$968,000**
12.5% **Buyer Down Payment:** \$121,000
12.5% **Seller Financing:** \$121,000
75% **Bank Loan:** \$726,000

A 12.5% down payment returns \$70,476 in the first year after debts.

Description

An established network of over 2,000 accounts has made this eyewear retainer distributor an industry leader. Clients range from bait and tackle shops, to marinas, truck stops and big box stores. While located in the Midwest, operations can be conducted anywhere with minimal employees. Materials are manufactured elsewhere, with the final product assembled and distributed nationwide.

The sellers work a combined full week, handling daily operations, accounting, processing orders and product development. Assisting are two full-time employees, one in inside sales and the other in the warehouse. Helping with assembly is a non-profit for disabled adults.

Inventory fluctuates depending on the season, and generally moves quickly. The sellers are currently working toward setting up their online ordering system, which will do wonders in generating sales. As the customer based is well-established, a buyer should consider introducing more product lines, such as water sport accessories. With the ability to be relocated anywhere, the possibilities for growth are immense!

Next Steps

For a detailed financial package, please contact Cortney Sells or one of The Firm Business Brokerage's professionals at 402.998.5288 or email Confidential@TheFirmB2B.com.

Assets Included in Purchase:

Intangible Assets: Product longevity, price point, high visibility, quality products, flexible operations
Inventory: can range from \$50,000 during slower times to nearly \$100,000 during the peak seasons; inventory is ordered mostly as needed as the sellers do not like to keep too much on hand

**amounts may vary*

Business Information

Years in Business: 30
Location: Midwest, but can be located anywhere
Distribution: Network of 2,000 accounts – tackle & bait shops, marinas, truck stops, box stores, and more!
Reason for Selling: Focus on other businesses
Employees: 2 FT – inside sales and assembly. Sellers also work with a non-profit for assembly of products
Seller Training Period: 90 days
Growth Opportunities: Develop additional products, attend more trade shows, distribute more in the Caribbean and outside of the U.S.
Current Owner's Responsibilities: Day-to-day operations, employee management, inside sales and bookkeeping