

**Background****General Location:** Los Angeles, CA**Category:** Bldg Materials, Home & Garden
Furniture & Fixtures**Years in Business:** 17**Under Present Owner:** 17**Hours of Operation:** Monday-Friday 9-5**Owner Hours:** Monday - Friday 9-5**Training:** 12 weeks @ 20 hours**Organization Type:** S-Corp**Lease Expiration:** N/A**Lease Options:** YES**Building Size:** 8000**Employees:** 11**Reason for Sale:** Retirement**Financials****Asking Price:** \$5,000,000**Down Payment:** Negotiable**Gross Sales:** \$7,698,000**Discretionary Cash Flow:** \$1,018,000**FF&E:** \$70,000**Inventory Included?** No**Inventory:** \$1,400,000**Min. Operating Capital:** TBD**Real Estate Available?** Yes**Rent:** \$20,000**Payroll:** \$43,935**Financing:** SBA**Broker Info****Turhan Beriker****M&A Advisor****(310) 882-2200 x 154****LIC# 02074377****Summary**

Business for sale is a nationwide B2B wholesale distribution company with its own house brand along with a complimentary B2C/eCommerce online retail company in the Kitchen & Bath decorative plumbing fixture industry. Sales for 2019 is 7.7 M & Ebitda is 1.01M

This well-established 17 year old business has a strong portfolio of B2B retailers including Home Depot, Lowe's, Amazon, Wayfair, Houzz etc. as well as an end user database of 35,000 B2C customers.

Both companies have a wide range of products to complement each other and allow for cross selling and the range can be expanded further to fuel growth. Target market is upscale renovation business.

Significant investment in the house brand such as catalogs, price books, brochures, flyers and other merchandising and marketing materials have already been made which would also support future sales growth.

They have developed steady, long term supplier relationships that positively impact cost, delivery and service quality.

It is a lean organization with only 11 employees and minimal overhead. The organisation can support growth and expansion and can also be relocated if required. Logistics is done by 3PL Company in Central US.

The companies have an excellent sales and financial reporting system with full transparency which would help manage the company and its growth.

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or e-mail at tberiker@bizex.net for further info.