



Broker Info



Eric Mellem
Business Broker/ M&A Advisor
(310) 882-2200 x 146
LIC# 1220802

Dan Higgins
Marketing Consultant License #02114580
(310) 882-2200 x 166
LIC# 02114580

Background

General Location: Orange, CA
Category: Retail
Wholesale/Distribution
Years in Business: 31
Under Present Owner: 31
Hours of Operation: 7:00 am - 4:00 pm
Owner Hours: Varies
Training: 4 weeks @ 30 hours
Organization Type: S-Corp
Lease Expiration: Month to Month
Lease Options: Buyer to sign a new Lease
Building Size: 5,200
Employees: 5
Reason for Sale: Other Opportunities

Summary

Manufacturer and Distributor of Branded, Fun Novelty Party + Drinking Products

Since 1992, this Orange County, CA based company has dominated this niche area of Party and Entertainment Products. No other company has come close to their large, worldwide distribution network of 1,000s of retailers and distributors - including Australia, So. America, Canada and Europe, On-line presence includes Amazon.

Financials

Asking Price: \$1,175,000
Down Payment: Negotiable
Gross Sales: \$1,200,000
Discretionary Cash Flow: \$400,000
FF&E: \$110,000
Inventory Included? Yes
Inventory: \$100,000
Min. Operating Capital: TBD
Real Estate Available? No
Rent: \$5,200
Payroll: \$9,900
Financing: Call

Their recession proof products have been featured on numerous TV shows and movies and are very affordable - ranging from \$4.99 to \$79.99. **Made in the USA** - about 95% of their products are manufactured in the US.

This is a fun and relatively simple business to own and operate. Only 4 low-skilled, full-time employees are needed to handle the \$1,500,000+ in annual sales. The company could also be relocated since the easily assembled products do not require high skilled labor or heavy machinery.

Growth Opportunities: the company has done little marketing or advertising for years. There is an excellent opportunity to increase revenue by creating a marketing plan and also by adding products - the owners have many great ideas they can share with a buyer.

This is a highly profitable and fun business to own and operate. It could be run as a Absentee or a Semi-absentee Owner. The seller is open to stay on a negotiated role post-close.

For more information; please register and complete the Buyer Registration, including a Non-Disclosure Agreement at <https://www.bizex.net/buy-business/register>.

Eric Mellem, Business Broker at (310) 293-6414 or emellem@bizex.net.