



Broker Info



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Background

General Location: Southern CA, CA
Category: Durable Goods
eCommerce
Years in Business: 16
Under Present Owner: 16
Hours of Operation: M-F 8a - 5p
Owner Hours: M-F 8a - 5p
Training: 6 weeks @ 40 hours
Organization Type: S-Corp
Lease Expiration: Mo/Mo
Lease Options: Yes
Building Size: 21,000
Employees: 9
Reason for Sale: Personal

Financials

Asking Price: \$9,995,000
Down Payment: Negotiable
Gross Sales: \$11,000,000
Discretionary Cash Flow: \$2,300,000
FF&E: \$60,000
Inventory Included? Yes
Inventory: \$1,600,000
Min. Operating Capital: TBD
Real Estate Available? Yes
Rent: \$21,000
Payroll: \$32,100
Financing: SBA

Summary

Importer and distributor of cookware, eating, drinking and cleaning products with successful 17 year history. So Cal Location.

Strong Brand and great reputation. Distributes to major retailers and sells directly on Amazon with thousands of 5 star ratings on Amazon.

Company is well run and lean. Long term, committed employees are well trained and cross trained to keep company efficient. A small, full time staff drives over \$10,000,000 in revenue at strong profit margins. Owner does not need to focus on day to day operation. Established relationships with major retailers and a long, successful history on Amazon and other web sites.

Company had the best Q1 to date in 2023 and is positioned to have best year ever. Owner is selling because he feels he has taken this as far as he can. He has great ideas for additional expansion. He would like to sell to someone that can implement the growth strategies to take it to the next level.

Property for sale (\$4.2m) or a long-term lease can be secured by the buyer. Property is well designed for business need with ample, gated and secure parking which allows for expansion of inventory storage.

Growth opportunities for retail expansion in the US and distribution of European made products throughout Asia. Worldwide Opportunities

For more information, please complete the BizEx Buyer Registration at <https://www.bizex.net/buy-business/register>.