

COMMERCIAL FABRICATION & DISTRIBUTION BUSINESS

\$15,900,000



This well-established fabrication and distribution business was established more than 30 years ago, and provides stock and semi-custom products to builders, architects and contractors.

The company is highly regarded for its timely project estimates and deliveries, competitive pricing, excellent customer service, and wide selection of products from industry-leading manufacturers.

Exit360 believes it's an ideal acquisition for an industry buyer, a strategic buyer, or a financial buyer with management and marketing expertise.

BUSINESS ATTRIBUTES

- Serving High-Growth Markets
- Diverse Product Line
- Autonomous Staff
- Excellent Work Environment
- Strong Margins
- Low Customer Concentration

Corporate History

- Established in 1989
- Subchapter S

Location and Facilities

- Rocky Mountain Region
- Primary: 24,000 SF Office, Warehouse & Fabrication
- Secondary: 11,000 SF Warehouse & Fabrication
- Facilities Available to Lease

Customers

- Commercial Builders
- Architects
- Subcontractors

Sales and Marketing

- Referral/Word of Mouth
- Repeat Business from a Large Base of Loyal Customers
- Informational Website

Products Offered

- Specialized Commercial Construction Products
- Related Hardware

Management & Staff

- One Owner
- 25 Full-Time Employees
- Management Team in Place with Significant Tenure

FINANCIAL INFORMATION

ASSETS INCLUDED (Estimated)

Year	Gross Sales	SDE	Furniture, Fixtures & Equipment	\$812,000
2019	\$15,635,219	\$3,264,089	Inventory	\$1,200,000
2020	\$14,100,610	\$2,499,758	Vehicles	\$458,000
2021	Supply Issues	Supply Issues	Total	\$2,470,000
2022	\$16,632,668	\$2,373,292	Sales price includes substantial working capital	