

Opportunity

BN000043296 – Seller of Residential Construction Materials at Discount Prices

Location: Southeast United States



- The company is a seller of residential construction materials. The company receives discounted products from major manufacturers and passes on excellent prices and services to local contractors, homeowners, and construction companies. The company has been in operation for over four decades and is best known for the exceptional customer service and savings provided to customers.

Bids Invited

Key Aspects

- Newly-purchased, high-technology inventory system
- Lean operation with minimum staff to run business
- High margins on products
- Low purchasing costs of materials allows the company to pass on savings to customers
- Business management system capable of managing accounting processes
- Established in 1974

Key Indicators

Period Ending	Revenue Source	Revenue '000	Gross Profit '000	Adj. EBITDA '000
12/31/2020	Internal	\$3,666	\$1,209	\$677
12/31/2021	Internal	\$4,722	\$1,518	\$864
7/31/2022	TTM	\$5,285	\$1,219	\$597

In order that we may obtain our client's permission to release the Information Memorandum, please contact:

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The above information is designed to enable recipients to make a decision whether to investigate the opportunity further. It is not intended to form the basis of an acquisition decision. The information has not been independently verified by Benchmark International who do not give any representation or warranty as to its accuracy. To receive full details on this business, please contact Benchmark International either by email, post or fax to addresses or number given below. Benchmark International is a sell-side only broker that has been engaged by this business and its owners on a sole and exclusive basis and as such, in the event of a sale, will be entitled to fees solely from the business and its owners. Benchmark International does not seek or accept fees from acquirers.

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Opportunities

- Develop a high quality state-of-the art website complete with search engine optimization
- Maximize the business management system's capabilities so that management has more time to complete other essential business tasks
- Build a marketing initiative to increase brand awareness
- Establish an outbound sales process to identify and locate new potential customers

Headquartered

- Southeast United States

Current Markets

- The company serves contractors, remodelers, homeowners, property management companies, and investors in the southeast region.

Real Estate

- The company operates from two facilities with a total of 17,200 square feet leased from an affiliated holding company. The owners are open to selling the property. There is room to grow in the current location, which is about 70% occupied.

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