

BUSINESS FOR SALE

B2B Supplier of Industrial Consumables

Lower Mainland, BC

Opportunity

Long established Lower Mainland business specializing in the supply of industrial consumable products. The business carries a full line-up of industrial technical products and has customers across British Columbia. Revenue is almost entirely generated on a B2B basis and the company enjoys a high level of repeat business. This company has an established customer base and has exclusivity on several product lines. With key management in place, this is a great opportunity for a buyer to focus on growing the business.

Business Details

- ▶ In business for over 30 years
- ▶ Comprehensive product offering and exclusivity on several product lines
- ▶ Strong management team in place
- ▶ Loyal and knowledgeable sales and service staff
- ▶ 90% repeat business

Financial Summary

Year (Aug 31 st)	Revenue	Normalized EBITDA
2018	\$5,164,208	\$538,785
2019	\$5,382,212	\$445,177
2020 *	\$4,778,701	\$303,391
2021 *	\$4,846,320	\$388,978
2022 *	\$5,100,530	\$374,079
2023	\$5,547,822	\$425,826

* Years affected by Covid restrictions

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Business Summary

Sale Type

Share sale

Facilities

- ▶ 4,619 SF industrial strata facility
- ▶ A long term lease can be negotiated in the present location

Staff

12 Full time employees

Transition

The vendor will ensure a suitable transition

Price

\$1,950,000 (including working capital)

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