

REFERENCE # GSM1202
 Opportunity: ACQUISITION
 Electrical Distribution Opportunity

Business:

This opportunity is an electrical supply company that was established in 1994. They have continued to grow over the corresponding years due to exceptional service that they provide to customers.

Their sales can be divided into Industrial and commercial with Industrial comprising 70% of sales and the remaining 30% commercial. Providing quality electrical products along with top-quality service is a hall mark of this company.

Opportunities:

Numerous opportunities for growth include marketing, e-commerce, and expansion of sales force. Currently has no real website or presence on internet. They have no sales force and have not advertised or marketed the business.



Market Served:

Clients include Food Processing, Industrial Manufacturing and Electrical Contractors.

Product/Service	% of Sales	Market
Wire Cable	15%	Contractor
Lighting	6%	Contractor
Controls	7%	Contractor
Wire Ties, Etc.	8%	Industrial
Special Cable	7%	Industrial
Conduit	6%	Contractor
Boxes, Fittings	6%	Contractor
Misc. Elec./Replacement	45%	Industrial/Contractor

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	2019	2020	2021	2022
Gross Revenue	\$4,681,869	\$4,907,662	\$7,117,370	\$7,215,318
Officer Salary	\$76,020	\$96,630	\$76,020	\$87,730
Payroll Tax	\$6,000	\$7,000	\$6,000	\$7,000
Depreciation	\$104,246	\$44,443	\$3,910	\$66,000
Interest	\$3,832	\$4,954	\$4,459	\$3,148
Company Profit	\$278,518	\$353,532	\$516,558	\$677,874
EBITDA	\$468,616	\$506,559	\$606,947	\$775,752