

# 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 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 <sup>st</sup> )	Revenue	Normalized EBITDA
2018	\$5,164,208	\$555,070
2019	\$5,382,212	\$463,627
2020	\$4,778,701	\$322,022
2021	\$4,846,320	\$411,434
2022	\$5,100,530	\$403,233

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## Business Summary

### Sale Type

Share sale

### Facilities

4,619 SF industrial strata facility  
Property can be included in the transaction or a long term lease will be provided.

### Staff

12 Full time employees

### Transition

The vendor will ensure a suitable transition

### Price

Business \$2,500,000\*

Property \$2,700,000 (optional)

\*Including working capital

### Alf Sanderson\*

Senior Vice President

604 691 6646

alf@naicommercial.ca

\*Personal Real Estate Corporation

### Delon Cheung\*

Vice President

604 691 6654

delon@naicommercial.ca

\*Personal Real Estate Corporation

**NAI Commercial**  
1075 W Georgia St, Suite 1300  
Vancouver, BC V6E 3C9  
+1 604 683 7535  
[naibusinesses.ca](http://naibusinesses.ca)