

Acquisition Opportunity

**Market Area Leader
Expanding Market-Limited Competition**

Building Supply Company and Lumber Yard - Northeast

HIGHLIGHTS:

Solid Financial Performance – Consistent revenue generation averaging **\$6 million** per year for the past three years..

Excellent Market Recognition - The company has excellent market recognition as a leader in the market for over **50 years**.

The Market and Area – The area and market are experiencing steady, stable and grassroots **growth** to assure future revenues in commercial and retail markets. The company is **uniquely positioned** to capitalize on market expansion.

Customer Base – Diverse base of customers **primarily in the commercial** business. Retail business could be expanded. Only one customer over 10% of the business.

Facility – **6 acres** including showroom and **9 sheds** totaling 41,000 square feet. Fully computerized and equipped. Turnkey with all fixtures, trucks, machinery, and equipment. Real Estate also being offered.

Competition – Company is the **premier supplier** in the market. Limited local competition from other suppliers only a fraction of the size and with limited resources. Nearest warehouse store over 30 miles away.

BUSINESS DESCRIPTION

Our Client company has a 50 year history serving a stable and growing market. The Company offers a full product line of lumber, millwork, roofing, kitchens, siding and retail products. The Company has gained it's present leadership position in the market through superior service, extending credit, and accepting more complicated and sophisticated product requirements.

The Company operates from a 6 acre facility also being offered with the business. All internal operations are computerized and the entire operation is "turnkey". Included in the operation are 9 storage sheds with delivery trucks, forklifts and a panel van.

RECAST HISTORICAL AND PRO FORMA INCOME STATEMENT HIGHLIGHTS

For the Fiscal Years Ended December 31
(\$000)

	Historical		Projected	
	<u>1997</u>	<u>1998</u>	<u>1999</u>	<u>2000</u>
Sales	6,017	5,802	6,304	6,213
Gross Profit	1,538	1,445	1,643	1,636
As % of Sales	25.5%	25%	26%	26%
EBITDA	332	306	423	

BALANCE SHEET HIGHLIGHTS

December 31, 1999
(Non Adjusted)
(\$000)

Current Assets	2,663	Current Liabilities	634
Other Assets	<u>426</u>	Long Term Liability	0
Total Assets	3,089	Stockholders' Equity	2,455
		Total Liabilities & Equity	3,089

For further information regarding Client #L-1631, please contact: