



Listing #: 17577 **Title:** Est. and Profitable Warehousing Industry Products & Services
SIC Code: 5085 **Category:** Industrial
County: Confidential **City:** Confidential **Zip/Postal Code:** Confidential **State/Prov:** California **Country:** United States



Status	Active
Listed Price	\$2,970,000
Down Payment	\$2,970,000
Discretionary Earnings	\$429,235
Revenue	\$7,396,526
Total Assets Included	\$285,665
Real Estate Included in Price	-


Business Description

This business primarily provides material handling products such as shelves, new and used pallet racks, and other warehousing equipment. They also provide facility and warehouse planning and design, as well as general project management for warehousing, distribution, and logistics.

The business has an extremely experienced sales team that is taking advantage of the growing demand for larger or more efficient warehousing, leading to record-breaking revenues and profits for the company.

Facilities/Location/Real Estate

This business is located on a 3 acre industrial property with warehouse, yard, and office space with easy access to major highways.



Contact Information

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Business Intermediary
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Historical Financial Summary

Data Source	Tax Return	Tax Return	Tax Return	Tax Return	Tax Return
Year (Cash Flow)	2023	2022	2021	2020	2019
Gross Revenue	\$7,396,526	\$15,629,045	\$8,083,036	\$6,880,724	\$9,009,620
Cost of Goods	\$4,383,840	\$11,097,250	\$5,131,009	\$4,541,401	\$6,176,484
Gross Profit	\$3,012,686	\$4,531,795	\$2,952,027	\$2,339,323	\$2,833,136
Expenses	\$2,827,412	\$3,518,842	\$2,514,021	\$2,193,297	\$2,644,165
Net	\$185,274	\$1,012,953	\$438,006	\$146,026	\$188,971
Benefits					
Interest Expense	\$0	\$0	\$4,675	\$12,030	\$7,475
Depreciation	\$18,092	\$24,782	\$6,378	\$10,092	\$24,485
Total Add Backs	\$243,961	\$257,110	\$223,664	\$220,176	\$258,743
Owner Benefit	\$429,235	\$1,270,063	\$661,670	\$366,202	\$447,714

Reason For Sale

Retirement.

Products, Services & Licenses

This business has been bringing a high level of products and services to the warehousing industry for over 37 years. We create solutions that improve productivity and increase capacity and space. Products/Services include:

- Largest selection of used pallet rack in the area
- Huge list of warehousing supplies and equipment
- Warehouse installation and de-installations.
- Warehouse Efficiency & Optimizations
- Facility Planning Design
- Professional Services
- Systems Integrators
- Permit Processing
- Warehouse Design
- Project Management

Operations

Year Established 1984
 Year Owned 1984
 Form of Ownership Corp Sub S
 Absentee Owner No

Location

Type of Location Commercial
 Square Footage -
 Lease/Month \$10,500
 Lease Expires 04/30/2027
 Terms & Options One year lease commencing May 1, 2022 with two options for two years each. Subject to 3% rent increase annually.
 Relocatable No
 Home Based No
 Franchise No

Hours Owner Works 40
 Days & Hours Monday-Friday 8am-4:30pm
 Number of Employees 14 ft 2 pt
 Managers 2

Assets/Liabilities	Amount	Included in Sale		Amount	Included in Sale
Accounts Receivable	\$2,210,336	No	Real Estate	-	-
Inventory	\$285,665	Yes	Liabilities	\$1,119,318	No
F F & E	-	-	Other	\$6,500	No
Leasehold	-	-	Total Assets	\$285,665	

Assets/Liabilities Comments

The business has a fully equipped office, in addition to three forklifts, and two vehicles.

Financing/Terms

Assumable Notes Amount: \$0
 Seller Financing - Business Amount: \$0
 Third Party Financing Amount: \$0
 Seller Financing - Real Estate Amount: \$0

Lender Prequalified: Yes

Mos: 0 Rate: 0.00%
 Mos: 0 Rate: 0.00%
 Mos: 0 Rate: 0.00%
 Mos: 0 Rate: 0.00%

Visa Qualified:

Mo. Pmt: \$0
 Mo. Pmt: \$0
 Mo. Pmt: \$0
 Mo. Pmt: \$0

Financing Comments

Lender financing available for a qualified buyer.

Non Compete 500 miles 5 years

Training & Support 4 weeks \$0 costs

Competition

-

Potential for Growth

The combination of recent supply chain issues with increased consumer demand is causing many businesses to expand their warehousing space or make their existing spaces more efficient.

Demand for warehousing is driven by the flow of goods through the economy; other demand indicators include industrial production, import volume, and office vacancy rates. The rapid rise in online shopping in markets across the globe, along with expectations for faster and more secure delivery, is significantly increasing demand for warehouse space worldwide.

As a result, this business has seen and is expected to continue to see increased demand for its services.

Detail Income Statement Add Backs

Data Source Year (Cash Flow) Revenue	Tax Return 2023	Tax Return 2022	Tax Return 2021	Tax Return 2020	Tax Return 2019
Cost of Goods Sold					
Expenses					
Compensation of Officers	\$197,445	\$196,983	\$0	\$0	\$0
Taxes & Licenses	\$15,021	\$35,345	\$35,165	\$35,345	\$36,234
Interest	\$0	\$0	\$4,675	\$12,030	\$7,475
Depreciation	\$18,092	\$24,782	\$6,378	\$10,092	\$24,485
Employee Benefits	\$9,649	\$0	\$0	\$0	\$0
Auto & Truck Expense	\$3,754	\$0	\$3,754	\$0	\$0
Adjusted Owner Salary	\$0	\$0	\$145,600	\$141,400	\$137,300
Net Income Adjustment	\$0	\$0	\$28,092	\$21,309	\$53,249
Total Add Backs	\$243,961	\$257,110	\$223,664	\$220,176	\$258,743

The information contained in this Business Listing Information report was obtained from the business owner. Although believed to be factual, Murphy Business, its franchisees, brokers and agents make no representations or warranties as to the completeness or accuracy of the information. Anyone considering purchasing this business is advised to verify all the information directly with the business owner.