



Acquisition Opportunity
HIGHEST QUALITY and PROFITABLE TILE DISTRIBUTOR



Business Description: This 40 plus year old tile distributor sells its ceramic and porcelain tile to all the installers and contractors within a one hundred mile radius. This is a loyal customer base as the company is known for its high quality product and knowledgeable employees. Job problems of the installers can be solved before they leave the warehouse due to the strong tile knowledge of the company's employees. The company distributes a diverse line and has the largest selection of ceramic and porcelain tiles, glass tile, decorative pieces accessories and installation supplies

Distribution: The company carries all the major manufacturers both in the U.S. and abroad. With a reasonable inventory they are able to deliver overnight for most brands. Otherwise it is a one week backlog. The company's warehouse is astride the five major Interstate Highways that go to Philadelphia, New York City, Boston, Baltimore, and Washington and is surrounded by three major shopping malls.

Operational Strengths:

The Company is recognized as THE quality distributor in its area of operation. It sells all the major brands of tile and is the exclusive distributor in its area of a particular quality tile that is thinner than the normal tile but far stronger than the normal tile all the companies are using. Its employees are all "tile men" in that they are all former installers or were employed in the tile industry. They therefore are a fountain of knowledge for their customers who have a problem in installation to overcome.

The Transaction: The President and Owner is the sole shareholder. He is selling all of his stock in the company and wants to continue to lead the company for a reasonable time into the future. He will consider reasonable alternative deal structures. After a transition time he will retire. He is a motivated seller.

Financial Summary				
	<u>2016 Est by Seller</u>	<u>2015</u>	<u>2014</u>	<u>2013</u>
Revenue	\$2.5M	\$2.3M	\$2.1M	\$2.3M
Adjusted EBITDA	\$418K	\$390K	\$288K	\$280K

Other Highlights				
Location	Financials	Management Team in Place	Years in Business	SIC Classification
Mid Atlantic	Reviewed	Yes	40+	5032-0302

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