

# Available for Acquisition #220903

## Full-Service Lumberyard & Hardware Distribution Center

ACT Capital Advisors is pleased to offer for acquisition a full-service lumber and hardware distribution center located in Southeast Washington state. For over three decades, the Company has been supplying its local region with high-quality building materials and services to its loyal contractor and home-improvement customers. The Company's product offering includes lumber, concrete, fencing, hardware, and other home-building related materials. Additionally, it offers its customers a variety of add-on services including delivery, consultations, and special orders.

### Investment Highlights

- **Strong & Consistent Financials.** The Company's stable revenue profile is sustained by its status as a fixture within its region's building industry. It enjoys stable and healthy Gross Profit and EBITDA margins, generating strong cash flows even under variable market conditions.
- **Growing Customer Base.** The Company is located in one of the highest growth regions in Washington with strong home building and construction demand.
- **Stellar Local Brand.** The Company's long history in the local region has allowed it to develop invaluable industry knowledge and build long relationships with customers. The Company is known as the go-to partner for building supplies in the area.
- **Superior Supply Relationships.** The Company has relationships with industry-leading suppliers providing it with a robust and diversified selection of quality building materials. It leverages these relationships to ensure supply chain continuity and to meet unique customer demands.
- **Personalized Customer Service.** Most of the Company's regional competitors are big-box companies, who lack the Company's white-glove customer service.

### Growth Opportunities

- **Target Growth Customer Segments.** DIY homeowners represent a rapidly-growing customer segment outside of the Company's traditional contractor base.
- **Digital Marketing.** Investment in digital and community outreach activities is expected to spur growth and brand awareness.
- **Project Design Services and Website Sales.** Project design services and online ordering offer new opportunities to grow and diversify revenue.

**26%** Gross Margin

**12%** EBITDA Margin



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## Summary Financial Information

	2019	2020	2021	2022E
Sales	\$6.32M	\$8.07M	\$7.72M	\$6.72M
Gross Profit	\$1.74M	\$1.96M	\$2.15M	\$1.78M
EBITDA	\$0.41M	\$0.76M	\$0.97M	\$0.80M

## Contact Information

For more information, please contact:  
ACT Capital Advisors, LLC  
7525 SE 24th Street, Suite 630  
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Interested parties should execute the attached Non-Disclosure Agreement (NDA) and return to ACT Capital Advisors with a written request to receive the Confidential Information Memorandum (CIM). NDAs and CIM requests should be submitted to:



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