



## Heating & Air Conditioning Supplier

**Reference No.** 10066

Revenues: \$3,500,000

Cash Flow: \$364,000

Asking price: \$990,000

### **Opportunity Summary**

This highly successful company supplies heating and air conditioning equipment, materials and components for residential and light industrial applications. Established in the early 1990's, the business supplies builders and contractors throughout the New York City metropolitan area. With its exclusive distribution rights on one of the premier cooling manufacturers, this business enjoys a strong competitive position among wholesale distributors and suppliers in this area. In its 12+ years in business, this company has earned an excellent reputation for service and quality, a large client base, and significant name recognition. The asking price is well justified by the growing revenues, strong cash flow, value of the assets, established customer base and vendor relationships, and further growth potential. This is a great opportunity for a strategic buyer seeking to expand into this geographic area or for an individual entrepreneur seeking an established, profitable business.

### **Competition**

There are several companies competing in this market. The company's competitive advantages include its exclusive distribution relationship with a major air conditioning manufacturer and its strong reputation and recognition in the wholesale market, earned through years of high-quality service.

### **Opportunities**

This business has significant growth potential for the right owner. There remains substantial opportunity for growth in the company's home market as well as the potential for geographic expansion.

### **Facilities**

The business occupies a 7,000 sq. ft. facility in an outer borough of New York City. This recently built-out facility includes office, warehouse/storage, and garage space. A long-term lease is available to the new owner.

### **Seller Involvement**



Seller will assist the buyer, as necessary, to ensure a successful transition.

**Seller Financing**

Seller financing may be available for the right buyer.

**Contact**

Michael Y. Sukhman, Skyline Equity Advisers, 212-286-4023