

Established E-Commerce Retailer

Client #10358

This company is an e-commerce retailer and distributor with more than 30 years in business.

From their 3,500 square foot facility in Southeastern Pennsylvania they are able to serve customers throughout North America and the world with prompt, friendly customer service at very competitive prices.

Sales, and their current growth trend, are driven by a strong web presence and emphasis on digital marketing. Longstanding, continued operation in the industry and brand recognition has also enabled them to maintain success in their market.

The company operates with a lean, but efficient overhead structure with employees who are heavily cross trained and able to perform multiple tasks throughout the business. Recent investments in upgraded software and equipment has enabled the business to reduce order processing times by 50%.

In 2019 the Company generated \$3.4M and \$376K of revenue and Seller's Discretionary Earnings respectively.

The Company did not have to shut down due to Covid-19 and saw Q1 2020 and Q2 2020 order counts exceed the same periods in 2019.

The owner is planning for retirement but is willing to remain involved for a mutually agreeable transition period.

To learn more about this opportunity, please call Matt Coyne at 484-534-8600 x102 or email him at MCoyne@BMA1.com.