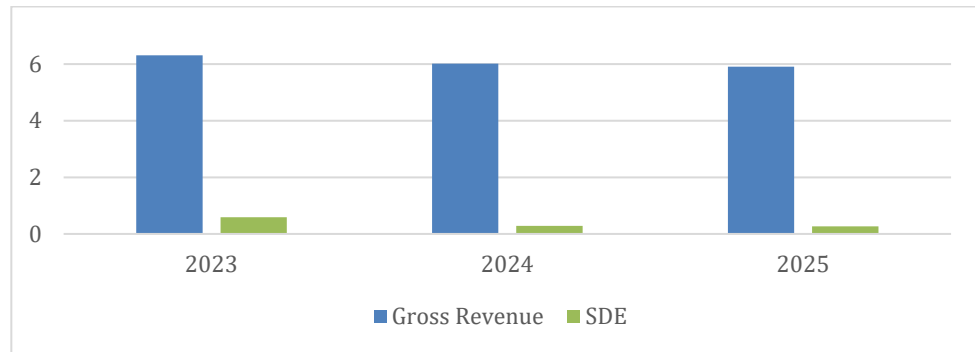


Entrenched Legacy B2B Commercial Electrical Distributor Business Investment Summary

Enterprise Value	\$1.35M Total Enterprise Value (Includes all inventory and turnkey operating equipment; explicitly excludes Cash and Accounts Receivable)
Business Overview	This company specializes in the wholesale distribution of premium commercial electrical components, including heavy industrial enclosures, fittings, breakers, and bulk wire conductors. Founded in the 1970s and operating under current stable leadership since 1999, the business has built an unshakeable reputation for supply chain reliability and logistics speed throughout the commercial trade. The operation benefits from an advanced digital backbone driven by a cloud-accessible ERP system and automated wireless barcode scanners, virtually eliminating warehouse fulfillment errors. A major structural advantage includes a grandfathered membership within a premier member-owned network, granting this single-site independent operator identical tier-one manufacturer bulk pricing and backend cash rebates.
Market & Customers	Operating out of a centralized, deeply stocked warehouse and contractor service branch, the business occupies a dominant footprint within the wealthy Oakland County industrial corridor. The location features immediate highway logistical access, enabling a delivery fleet to seamlessly service an expansive daily radius across Metro Detroit, Port Huron, Flint, Brighton and Ann Arbor. The business maintains an incredibly loyal B2B customer base consisting of over 40 major regional commercial construction contractors, industrial electrical engineering firms, and municipal infrastructure services. The company boasts an unrivaled, premium competitive advantage: a signature 15-minute counter fulfillment window and guaranteed same-day job site delivery for phoned-in orders received by 9:30 AM.
Financial Overview	This established distributor features a highly defensible, non-cyclical financial baseline with significant embedded scaling upside. Over the past three years, the business has generated stable gross revenues averaging approximately \$6,000,000 annually. The business concluded its 2025 fiscal year with \$5,911,656 in Total Revenue and a robust Gross Profit Margin of 27.4% . The operation yielded \$267,776 in normalized Seller's Discretionary Earnings (SDE) for 2025, with a healthy 3-year historical SDE average sitting at \$381,258 .
Transaction Details & Ownership	The current owner is offering this turnkey commercial enterprise at \$1,350,000 , which includes over \$910K in high-demand operating inventory at cost. To seamlessly transition operations and maximize buyer protection, the transaction will be structured strictly as an Asset Purchase under the protective safe-harbor guidelines of ERISA Section 4204 . This proven structure allows the incoming buyer to completely defer and leave the multiemployer pension underfunding liability behind, requiring only a minor 5-year operating surety bond. The founder is seeking retirement and will commit to thorough, hands-on transition support. Operational continuity is further secured by an expert team, including the internal succession of the founder's son into the Warehouse Manager role.

Historical Financial Performance
(Gross Revenue vs. SDE)



Contact &
Next Steps

If you are interested in reviewing the complete Confidential Information Memorandum (CIM) and detailed financials under NDA, please contact:

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