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Création d'une entreprise de fabrication d'armoires très rentable

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Création d'une entreprise de fabrication d'armoires très rentable

Concentré sur une région riche du Connecticut, ce fabricant renommé conçoit, fabrique et installe des armoires sur mesure. Ils servent une clientèle diversifiée, notamment des propriétaires et des constructeurs résidentiels, proposant des armoires dans une large gamme de bois, de textures et de styles. L'entreprise dispose d'un potentiel de croissance important grâce à des expansions stratégiques, des services étendus, des partenariats et des efforts de marketing.

Il existe un potentiel de croissance substantiel, car les propriétaires actuels ont accepté des projets de manière sélective en raison de la forte demande constante pour leurs armoires. Avec aucun client ne représentant plus de 5 % des ventes et une expansion minimale au-delà de la zone immédiate, l'entreprise bénéficie d'une diversité de clients et a la flexibilité de se développer davantage.

L'équipe fiable est composée de onze salariés non syndiqués qui resteront probablement après l'achat. Ils poursuivront leurs opérations rationalisées à mesure que le vendeur transférera la propriété aux contacts existants. Les ventes sont principalement tirées par les références de clients, une large base de clients fidèles et les 49 années d'expérience de l'entreprise avec une solide réputation.

L'entreprise est située dans des installations de 20 000 pieds carrés, avec une usine de premier ordre de 6 800 pieds carrés dotée d'un centre de conception de pointe. Il est situé dans un quartier riche, recherché et à fort trafic. Les revenus et les bénéfices discrétionnaires sont restés stables tout au long du premier semestre 2023. En 2022, la société a généré 1 850 906 $ de revenus, avec des bénéfices discrétionnaires totalisant 721 722 $, représentant le bénéfice net de l'entreprise.

TARGET PRICE
$2,500,000

GROSS REVENUE
$1,850,906

EBITDA
$723,183

BUSINESS TYPE
Furniture

COUNTRY
États-Unis

BUSINESS ID
U#20230564

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