

NorthWest Canoe – Make it Your Company

NorthWest Canoe Company is a purchase opportunity for an individual, partners or small group to gain immediate access to an existing customer base. This turn-key operation is intertwined with the region's canoeing heritage. Dennis Davidson, owner and canoemaster, looks ahead to retiring in the coming year. Davidson will remain available to mentor new owner(s).



NorthWest Canoe, founded in 1991, specializes in canoe building and repair. The company provides retail, repair and canoe building services at its Saint Paul Shop. A successful web store reaches customers across the lower 48 states with canoe building supplies, repair kits and canoe parts. NorthWest Canoe handcrafts 24-foot North Canoes, employing a unique blend of wood and composites. These iconic vessels set the standard for multi-paddler canoes, the perfect vessel for experiential outdoor education programs.

NorthWest Canoe holds an operating lease, its canoe shop located in Saint Paul's Lowertown happens to be in one of the hippest, desirable neighborhoods on the planet.

Average annual sales, previous five years, \$200,000

Asking price, \$180,000

Customers Served: 4,000 locally, plus 3000 unique web customers

Business Segments

- Retail 66%
 - Web store 36%
 - Phone / Walk-in 30%
- Wholesale / Camp 7%
- In-shop Repairs 16%
- North Canoe / Custom Builds 11%

Sales by Location

- 45% Minnesota - includes canoe building and repair, plus many walk-in out-of-state customers
- 5%-2% Wisconsin, Virginia, Maine, New York, Michigan, Pennsylvania, Ohio, Massachusetts, Texas, California, North Carolina, Colorado, all other states 1%

Additional Assets

- Sought after NWC canoe designs synonymous with cedar strip canoe building
- Raw materials, canoe building supplies and retail inventory \$xx,xxx
- Specialized saw for canoe strips, industrial capacity vacuum pump, many Festool power tools \$xx,xxxx
- URL's key to the business, i.e., canorepair.com, canoebuilder.com, canoeskidplate.com, northcanoe.com
- Stable long-term supplier relationships
- Proprietary techniques and processes for building wood composite vessels
- Recognized by the U.S Coast Guard as a manufacturer of recreational vessels

Desires of current owner....

- Retirement in 2018
- See the continuation of services and products NorthWest Canoe provides to paddlers and canoe builders
- Transfer knowledge / skills to build North Canoes