



August 2008 LOUISBURG, NC :

THE MURPHY HOUSE RESTAURANT, famous for BARBEQUE and Country Cooking has a new owner!

Thanks to the efforts of Pro Biz Consulting, Inc. of Raleigh, North Carolina and its owner and president Louis R. Sauer who facilitated the sale, purchase and transfer after many months of negotiations.

Established in 1951 the Murphy House is a 57-Year-old, household name in North Carolina and has customers in all 50 states. “This was one of my most challenging sales.” said Mr. Sauer. “This restaurant and the adjacent manufacturing and packing plant has been in the Murphy family for over half a century. There is a lot of emotional attachment and it was critical that the new owner not only be an experienced restaurateur, he had to be someone that would fit in the community, be accepted.” The new owner, Mr. John Arabi was a perfect fit.

Young, with a recent college degree and accepted to Duke University MBA graduate school, John has been in the restaurant business with his parents since he was a toddler. “We were lucky to find John,” said Sauer. “He cooks, he knows how to manage a business, he is good with finances and best of all, he fell in love with the Murphy House the day he saw it.” The owner of many years, Johnny Sledge and his wife, the daughter of the founding Mr. Murphy were very pleased. “This is legacy to Mr. Murphy,” said Mr. Sledge, “Finding the right person was even more important than the money we received.”

But the money was important and bank financing the purchase of a county style restaurant in an almost 60 year old building was simply not there. With Pro Biz's help, the buyer was able to create an attractive package combining a substantial cash down payment, owner financing and a land lease which was fair and reasonable to all parties.

Pro Biz is still assisting Johnny and his partner by further negotiating the sale of the Manufacturing Plant next door and of the same name. The Murphy House Plant prepares, cooks and distributes BBQ and pork products, chicken and turkey, cheeses, Cole slaw and other products to many fine grocery stores. They also make their own special recipe BBQ and sauce and deliver or ship to markets both local and in neighboring states. The sale of the Plant is scheduled to close on January 5, 2009 and Sauer will oversee this transition as well. Come visit the Murphy House 106 S. BICKETT BLVD LOUISBURG, NC.

Said a recent visitor from NYC who heard about the Murphy House and made a special side trip to eat here, "It's like stepping back in time. Like entering a movie set. There is nothing quite like it and I'm coming back as often as I can." Then he added, "Can I buy the sauce and take some with me?" "Yes," replied Mr. Sauer, "And we can even ship the BBQ you like so much anywhere in the US. It's on the internet!"