

# Zoellner, Garten & Co.

644 Linn Street, Suite 634, Cincinnati, OH 45203-1738  
O-513-852-2400 F-513-852-2403 [www.zoellnergarten.com](http://www.zoellnergarten.com)  
John W. Zoellner, President [jzoellner@zoellnergarten.com](mailto:jzoellner@zoellnergarten.com)

## Acquisition Opportunity

### Client 1038 - Food Brokerage

**Business Description:** The Business brokers well-known brand name Snacks, Candy, Beverages such as Soft Drinks, Gatorade and Energy Drinks, Water, and other items with a long shelf life. The Products are for the most part sold to Companies that stock vending machines and to C-Stores. They have suppliers/vendors that offer the best prices and customers that will buy in trailer load quantities. Trailer loads will sell for \$20,000 to over \$100,000.

A somewhat typical transaction: Customer orders a trailer load, Business purchases and has it shipped. The Company does not take physical possession of goods. The customers typically pay within 48 hours – in many cases before the product is received. Vendor are paid quickly – everyone is satisfied.

**Operational Strengths:** The Business has a long history of locating product at competitive prices. Customers and suppliers are loyal.

**Facility:** The Business has a small office; an Administrative person assists the Owner. The Business could operate from a home office and from anywhere in the United States.

**Reason for Sale:** The Owner has been in the food related business for decades and will retire after a transition period.

**Opportunity:** Growth is available in the same product lines and from expanding to other products.

**The Transaction:** Customer Lists and History, Supplier Contacts, and the Owner's knowledge are the substance of the Business. Please contact us to discuss the Asking Price.

**Financial Information:** Annual Revenues exceed \$3 million – they are less important than the Gross Profit which has ranged from over \$300,000 to over \$400,000. Overhead is minimal leaving Adjusted EBITDA of over \$150,000.

**Other:** This is a well-established Business with unlimited growth potential. All it takes is Sales effort and a bit of Working Capital.

**If interested, please contact us for more information.**

**Please review FAQ's on the next page for more information.**

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