

# Zoellner, Garten & Co.

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## 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 for the most part are sold to Companies that stock vending machines. They have vendors that offer the best prices and customers that will buy in trailer load quantities; some sales are smaller 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 what is needed at competitive prices. Customers and vendors are loyal.

**Facility:** The Business has a small office; a part time Administrative person assists the Owner. The Business could operate from a home office.

**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, Vendor 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 \$4 million – they are less important than the Gross Profit which has ranged from over \$250,000 to over \$300,000. Overhead is minimal leaving Adjusted EBITDA of over \$200,000.

**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.**

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