

Coffee-Private Label and Wholesale Distributor of Foodservice Disposables and Supplies, Condiments, and Janitorial Supplies

1500 Loyal Customers – 89% Repeat Business

Poised for expansion within geographic or multiple vertical markets

Location: Northeast

2001 Sales: \$5.2 Million

**Outstanding name and reputation built over 30 Years - Solid platform for stable continuity
or expansion of brands or product lines**



**Efficient operation, staff and infrastructure in place to maintain stable sales/market/product base
or increase business by additional sales efforts or increasing product offering**



**One-Stop-Shop for its customers - broad product offering (over 5000 SKU's) to maintain customer
base or expand through additional sales efforts**



**Excellent location for distribution into target rich major metropolitan and suburban markets.
(within 5 miles of 4 major highways)**



**Large facilities with capacity for growth - Existing facility and infrastructure
could accommodate an additional 50% in business**

Business Description

Since its founding over 30 years ago, the Company provides one-stop shopping for approximately 1500 customers such as delicatessens, bagel stores, bakeries, restaurants, pizzerias, re-distributors, convenience stores, caterers, professional offices and other businesses. Its central location within 5 miles of 4 major highways in a highly populated urban/suburban area enables personalized service to its customers who are located within a 60 mile radius. The product mix includes thousands of products, both brand name and private label, across distinct product lines such as: their own private label brand coffee, food service disposables, foods and condiments, paper and janitorial supplies. Major suppliers have done business with the Company for over 10 years (3 suppliers) and over 5 years (3 suppliers), resulting in timely delivery and competitively priced items. The Company's commitment to excellence, with an emphasis on customer service and the highest quality products and service generates close to 90% repeat business. Operating from a 25,000 square foot warehouse, the Company provides personalized service to its customers.

Senior management/owners have expressed interest in remaining following a sale to help the Company realize its pro forma objectives.

Financial Highlights

**Pro Forma Income Statement Summary
for the Years ending December 31
(\$000)**

	---Historical---			---Est---	---Pro Forma---	
	1999	2000	2001	2002	2003	2004
Revenue	5,054	5,442	5,183	5,440	5,980	6,580
Gross Profit	1,141	1,155	1,317	1,387	1,525	1,678
% of Sales	22.6%	21.2%	25.4%	25.5%	25.5%	25.5%
EBITDA**	142	180	314	353	419	494
% of Sales	2.8%	3.3%	6.1%	6.5%	7.0%	7.5%

*Before Depreciation

** Earnings Before Interest, Taxes, Depreciation and Amortization

**Recast Balance Sheet Summary
December 31, 2001
(\$000)**

Current Assets	825	Current Liabilities	230
Fixed Assets	16	Long Term Liabilities	0
Other Assets	0	Stockholders' Equity	611
Total Assets	841	Total Assets and Liabilities	841

For further information regarding **Client # 40394** you are invited to contact:

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