

Acquisition Opportunity

Premier Southeast Producer and Distributer of Condiments and Food Products Profitable, Diversified Revenue Stream, Strong Management

Opportunity to acquire a leading, producer of dressings, sauces, condiments and other food products located in a major distribution hub within 500 miles of 85 million US residents.

June 2024 TTM Revenue: \$17M

Southeast US Location

TTM EBITDA: \$2.1M

The company has built a strong reputation for high quality foods and dependable deliveries to its diversified customer base. Competitive advantages include:

- **Diversified Sales Channels:** The company produces private-label products for national restaurant chains and distributors, bulk/industrial products for schools, distributors and other institutions as well as selling its own brand direct to customers via retail channels.
- **Diversified Product Lines:** The company sells nearly equal amounts of Hot Sauces, BBQ Sauces and Salad Dressings in portions from 1oz, 2oz, 10-16oz, gallon and drum containers.
- **Premium Quality Products:** The company has earned a reputation for an unwavering commitment to produce the highest quality foods that satisfy customer tastes and generate continuous reorders.
- **Full-Service Manufacturer, Innovator and Fulfillment Capability:** Capabilities include full-service sourcing, processing, packaging and innovation for private-label and house brands.
- **Leader in Technology Integration:** The company has implemented sophisticated semi and fully automated packaging systems as well as a state-of-the-art quality system. They are currently updating their ERP to fully integrate purchasing, production, inventory, shipping and financials.
- **Infrastructure developed for continued growth:** The company has recently invested over \$1M in developing infrastructure to enable growth moving forward with minimal capital required.
- **Patent and Trademark Protection create barriers to entry:** Company has protection for brands and packaging in place creating effective barriers to entry.

This represents a compelling opportunity to acquire a premier producer of dressings, sauces, condiments, and other food products in a desirable area with a strong team. Management is confident that the company is well-positioned to leverage its well-earned reputation and recent infrastructure upgrades to pursue growth. The company's turnkey operations, long-standing operating history, comprehensive quality systems, tenured management, and skilled labor teams present bullish opportunities to increase market share and profitability.

For more information, on **client # 24274**, please contact:

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