



Acquisition Opportunity

Exceptional Seafood Cooker & Processor



Business Description:

The company is an exceptional Seafood cooker and processor that has operated successfully for over 60 years. The business acquires, processes, sells and distributes seafood to its client base. They sell throughout the United States and Mexico. They are the only company in the United States that still cooks their particular seafood on a commercial level. The Company has a long history of satisfying its customers' needs, with established name brand recognition over its long history. Although the company began its history selling strictly to retail, it now sells to foodservice accounts, retail, cash and carry, and some further manufacturers. Retail now represents less than 5% of the company's total business.

Operational Strengths:

The company has developed a broad sales capability, utilizing a combination of direct sales, through salespersons located in key markets, established brokers in 7 major markets and a network of distributors, providing the company with a national sales reach. In addition to the processing facility, the company owns and operates a cold storage facility, in which it stores its own products as well as products for outside customers. Both the manufacturing facility and the cold storage are owned by family members and leased to the Company. A buyer could buy, lease or move from the facilities.



The Transaction:

The Owners are currently entertaining acquisition/merger offers and are willing to stay on to manage the company post transaction. The operation's sales trend in the industry is definitely positive for the firm. The Seller has a management team in place and is willing to transition any new owner post-transaction.

Financials \$ in 000's				
	<u>2016</u> (1st 2 months)	<u>2015</u>	<u>2014</u>	<u>2013</u>
Revenue	\$2,512	\$17,565	\$17,282	\$15,705
EBITDA (adjusted)*	\$413	\$1,504	\$1,419	\$1,024

Other Highlights				
Location	Financials	Management Team in Place	Years in Business	SIC Classification
Revealed Upon Buyer Interest	Annual-Reviewed Qtrly-compiled	Yes	60 Years	5146

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