

## Food Industry: Product Sales and Knife Service

**\$925,000**



This profitable Colorado business has grown steadily since its inception in 2003. It has weathered the trials of 2020 by diversifying its product lines and serving new markets that are growing. Its knife sharpening service route is a source of recurring revenue.

It has great growth opportunities by maintaining these new markets as traditional food service customers return to normal business operations. Distribution capabilities and long-standing relationships make it primed for revenue increases with some additional sales and digital marketing efforts.

Sales price includes over \$400,000 in inventory and equipment. We believe it is an ideal acquisition candidate for an industry buyer or entrepreneur with sales or marketing capabilities.

### BUSINESS ATTRIBUTES

- Industry Leader
- Well Diversified Product Offering
- Diversified Client Base
- Low Customer Concentration
- Only 3 Full-time Distribution Employees
- High-Margin Service
- Scalable Business--Additional Markets
- Recurring Revenue From Service Route

#### Corporate & History

- Established in 2003
- S Corp

#### Location and Facilities

- Denver Front Range
- Leased 6875 SF Warehouse
- Storefront for Walk-in Sales
- Easy Highway Access

#### Customers

- Institutional Foodservice
- Restaurant/Bars
- Healthcare

#### Sales and Marketing

- Direct Sales
- Positive Word-of-Mouth
- Website

#### Products

- Smallwares
- Disposables
- Service Contracts

#### Management & Staff

- 5 Full Time (Including 2 Owners)
- 2 Route Drivers, 1 Tech

### FINANCIAL INFORMATION

Year	Gross Sales	SDE
2018	\$1,860,180	\$233,025
2019	\$1,828,466	\$281,339
2020	\$1,460,247	\$227,834

### ASSETS INCLUDED (Estimated)

Furniture, Fixtures & Equipment	\$100,000
Vehicles	\$42,000
Inventory	\$323,239
Total	\$465,239