



Lucrative Wholesale Food Distribution Operation

Lower Mainland

Asking Price:
\$1,490,000
including
Furniture, Fixtures
and Equipment,
Goodwill and
Inventory

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This document has been prepared by
the Marketing Department of Pacific
Mergers and Acquisitions Inc.

EXECUTIVE SUMMARY

Currently available for acquisition is a wholesale food distribution business dedicated to providing a wide range of high-quality food products to businesses in the food service and retail sectors. Due to well-established relationships with top-quality supply partners, it has enjoyed consistent profitability over the past few years. Moreover, the business and its dedicated team of experienced professionals prides itself on an extensive product portfolio catering to businesses throughout British Columbia, ensuring the efficient handling, storage and transportation of food products, maintaining freshness and quality. Its reputation is built upon superior customer service and recognized for the quality of goods provided in a timely manner to its loyal customer base.

Business Description
Wholesale Food Distribution

Ownership
2 owner-operators

Entity Details
BC Corporation

FINANCIALS
FY 2024 Revenue: \$5,862,000
FY 2024 Gross Margin: 20%
Normalized EBITDA Margin: 3.4%

NAICS
4131 (CAN) | 4244 (US) Food Merchant Wholesalers

Premises/Capacity
5,801 sq ft.
(Main: 4,701 | 2nd Floor: 1,100)

General Location
Lower Mainland

Transaction Type
Asset Sale

History
Established in 1994

Reason for Sale
Retirement

Operating Days/Times
Mon-Fri
Office: 8:00 am – 4:00 pm
Warehouse: 7:00 am – 4:00 pm

ASKING PRICE
\$1,490,000

STAFF
7 Full-time

Asking Price Inclusions

- Furniture, Fixtures and Equipment
- Goodwill
- Inventory

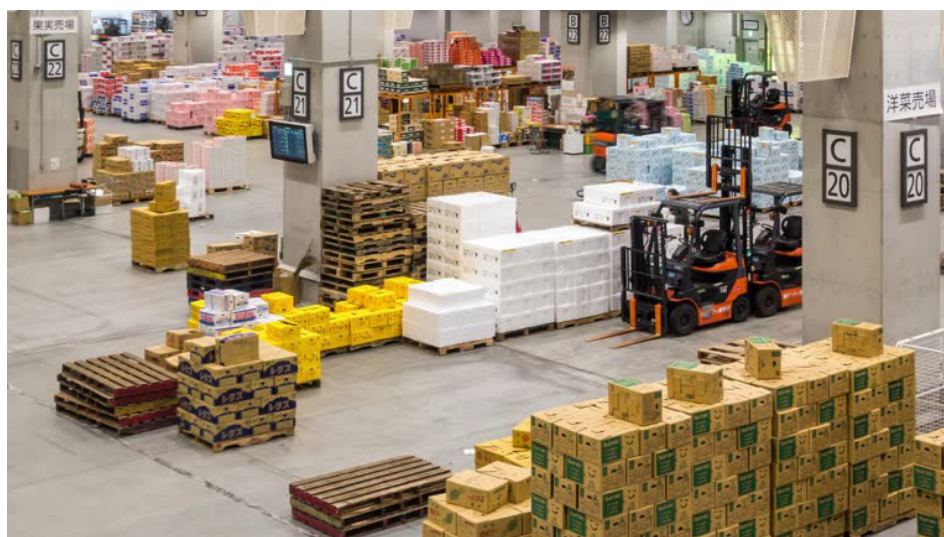
Note: All information requests by interested parties must be directed to Pacific and subject to Pacific's acceptance of their non-disclosure and transactional capacity.

HISTORICAL PERFORMANCE

YEAR	REVENUE	EBITDA
FYE 2025 EST	\$6,701,812	\$338,836
FYE 2024	\$5,862,343	\$201,776
FYE 2023	\$6,686,375	\$435,536
FYE 2022	\$7,348,452	\$447,341
FYE 2021	\$7,048,442	\$459,104
FYE 2020	\$6,864,396	\$473,049

NOTE:

The decline in performance for 2024 was primarily due to the loss of a single customer, which had a significant impact on revenues, coupled with an increase in lease costs, which affected overall expenses. However, 2025 and 2026 are projected to show a recovery as the business diversify their customer base, expand product offerings, and add new customer locations, thereby reducing the risk associated with customer concentration



KEY CONSIDERATION

1

Stellar Reputation

The business has been successfully operating for 30 years, positioning itself as an institution in Lower Mainland's wholesale food distribution sector. Its long track record of success and high level of customer loyalty are testament to its excellent business model and commitment to quality service..

3

Strong Employee Retention

The business is supported by a team of dedicated employees, most of whom have been employed for over a decade. There are also management personnel in place who are responsible for various aspects of the operations, including warehouse management, logistics, supplier relationships, and product order processing. It should be noted that management and key personnel are expected to remain with the business post-transaction.

5

Central Location

The business occupies a centrally positioned warehouse, enabling it to provide unparalleled service efficiently. It is also easily accessible to staff and suppliers, decreasing potential logistical risks and enhancing product access for customers.

2

Established Customer and Supplier Base

The business's relationships are built on trust, reliability, and a shared commitment to excellence. Suppliers trust the business to showcase their products in the best possible light, while its customers rely on it to meet their needs and preferences consistently.

4

Profitability and Growth Potential

The business has demonstrated a strong history of profitability yet still has significant opportunities for growth through added salespeople and utilizing additional warehouse space. Food supply is an essential role and service in the community, which was highlighted during the pandemic years. The business's ability to supply food to businesses is a lifeline that ensures well-being and sustainability.





This business operates with a robust inventory management system, efficient product turnaround and a focus on delivering high-quality food products through established supply and distribution networks.

