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Business Buyer Directory, LLC refers established companies for sale with > \$1MM EBITDA, all industries, for a nominal, buyer paid, "success only" referral fee, paid only if purchased. There is no cost or obligation to pursue this company for sale.

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BRANDED MANUFACTURER OF ANIMAL FEED Southern USA

**2019 Revenue Est. \$29,000,000
2019 EBITDA Est. \$2,800,000**

The Company is a manufacturer, wholesaler, and distributor of branded and custom textured seed and feed blends for livestock, wildlife, and pets in the southern US. The Company manufactures and sells hundreds of individual products and feed blends under a variety of well-known trade names and can create custom feed blends to specific customer needs. The Company's steady growth over the historical period can be attributed to increased demand for its products, facility expansion, the addition of big box stores to its customer base, geographic expansion, and the continued addition of new products to their distribution inventory.

INVESTMENT APPEAL

- **Extensive Product Mix:** With hundreds of branded and custom-made blends available the Company is a one stop feed shop providing products for horses, cattle, sheep and goats, hogs, chickens, small animals, pets, wild birds, deer and other wildlife. The vast majority of the Company's sales are from products manufactured in house and then sold to retailers or other distributors. The remaining revenue is from the distribution of outside manufactured animal feed to retail markets.
- **Diversified Long-Term Customer Base:** The Company has an established customer base (the top customers have an average association of 22 years) with a high rate of repeat business (99% in 2018). In addition, no single customer accounted for more than 4% of revenue during the historical period.
- **Superior Name and Reputation:** With decades in operation the Company has established itself as a well-known and trusted provider of animal feed. This long tenure, wide range of high-quality products and excellent customer service has established the Company as an industry leader in the Southern US.
- **Primed for Growth:** Recent investments in automation and the addition of a big box customer over the historical period have primed the business for continued growth.

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