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Business Buyer Directory, LLC refers established companies for sale with > \$1MM EBITDA, all industries, for a nominal, 1% 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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## IMPORTER/ DISTRIBUTOR FRESH FRUITS/ VEGETABLES / SPICES SE USA

**2020 Revenues: \$26,400,000**  
**2020 EBITDA: \$2,400,000**

This Company is an importer and distributor of specialty fresh fruits, vegetables, and spices throughout North America. The Company is a C-Corp founded in 2004 and owned by two partners with equal ownership in the business. The owners have been involved in the Company since its founding, and they bring a lifetime of professional experience in the food import and distribution industry. The firm maintains excellent relationships with customers across the country. The majority of the Company's revenues are driven from the Florida market. The Company's excellent industry reputation and local brand awareness has established it as the preeminent food distributor in the region. The Company's employees are distributed across a variety of departments designed to facilitate seamless operations and to maximize asset utility. As group, the Company's employees possess extensive knowledge and are capable of providing excellent service.

### **Superior Name and Reputation:**

Management has cited its name and reputation as two of its primary strengths. Facility Strengths: The Company has spent the last three years renovating its distribution center, so it is now positioned to handle much more business.

### **Strong Supplier Relationships:**

Management has cited the Company's relationships with its growers in Latin America as one of its primary strengths.

### **Brand-name products:**

The Company represents many of the leading importers in the industry, which enables it to meet the high-end needs of its clientele.

### **Proprietary Expertise:**

In addition to the principals' extensive experience in the industry, many of the Company's key employees and managers have long histories in the industry. This wealth of experience and expertise provides the Company with a significant intangible value and advantage over many competitors.

### **National reach:**

The Company's customer base and operations are national in scope, allowing it to service clients wherever they may be located and easily expand into new geographic markets.