



Company Overview

We are selling one of the larger seafood distributors on the eastern seaboard, with historic New York City fish-market roots as a seafood wholesaler, retailer and distributor. The Company’s high-quality fish and seafood is sold to supermarkets, restaurants, hotels, airlines and passenger ships as well as direct to consumers.

Business Model

- Direct importer of fresh seafood worldwide
- Direct receivers of fresh fish daily
- Wholesale distribution worldwide
- Agreements with numerous fishing vessels for year-round fresh fish and seafood

The Company’s sales are comprised of a full line of fresh whole fish, hand cut fillets, live shellfish, frozen seafood, breaded seafood and canned products.

Summary of Net Sales

	<u>2017</u>	<u>2018</u>
Wholesale Sales (Delivered to Customers)	\$24,242,000	\$18,480,000
Packaged Item Sales (Cryovac’d trays – Ordered specifically cut and trayed)	\$5,168,000	\$995,000
Market Sales (Customer Pickup)	\$12,081,000	\$10,613,000
Market Cash Sales (No account – Cash & Carry)	\$6,492,0	\$4,984,000
Net Sales	\$47,983,000	\$35,072,000

Company Assets

Trade Name & Customer List: Established brand with 1,000+ customers generating 2018 sales of \$35 million

Accounts Receivables: Approx. \$1.96 million

Real Estate: Prime wholesale/distribution facility (production, 18,450 s.f. + office, 4,300 s.f.); \$1,860,000 appraised value.

Equipment: Reiser cryovac machine plus leased equipment: Hilo forklift, Bizerba label machine, Advance scrubber, 12 delivery trucks and 2 commercial vans.

Intellectual Property: Trade name, trademarks and web site

Business Opportunity

Company will be sold, in whole or in parts.

This is a unique, turn-key opportunity for food and seafood wholesalers and distributors to acquire a great brand, an extensive customer list, \$35+ million of sales, and associated PP&E.

**Contact Keen-Summit Capital Partners LLC
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