



Foodservice Disposables Importer & Wholesale Distributor - Northeast U.S.

Acquisition Highlights

- 650+ Wholesale Accounts, Low Concentration Risk
- 109 Accounts Each Generating \$100K–\$500K
- Proprietary Trademarked Brand, 30-Year Equity
- Cost-Plus Pricing Model Protects Margins
- 30-Year Overseas Sourcing Infrastructure



2025 Gross Revenue: \$43,959,684

Asking Price: Bid Basis

Business Description

This is a proven opportunity to acquire a 30-year importer and wholesale distributor of essential foodservice disposables serving 650+ active accounts nationwide. The business distributes under a proprietary trademarked brand across paper, plastic, and aluminum consumable categories, with a dual-facility footprint exceeding 143,000 sq ft and demonstrated EBITDA margin expansion from 9% to 12% over three years.

Unlike generic importers operating on third-party labels, this business markets under a proprietary trademarked brand with documented recognition across its wholesale distributor base. This brand equity reduces substitution risk, drives repeat purchasing behavior, and creates a defensible market position supported by elevated safety stock and consistent product availability that commodity-focused competitors cannot easily replicate.

The business operates from two leased facilities in a major Northeast logistics corridor, configured for high-volume inbound container receiving, warehousing, and national distribution. Both sites are fully equipped for material handling operations, providing operational flexibility and capacity to support continued throughput under new ownership.

The company serves a highly diversified base of 650+ wholesale accounts, with 109 accounts each contributing between \$100K–\$500K annually and no single customer representing a disproportionate share of revenue. A cost-plus pricing model allows periodic adjustments in response to commodity, tariff, and freight changes — directly supporting the margin improvement documented across the historical financials. A workforce of 38–43 employees across administration, sales, warehouse, and logistics provides immediate operational continuity.

For foodservice distributors, national wholesalers, or private equity groups targeting essential consumables distribution, this acquisition delivers a turnkey platform with an established brand, proven import infrastructure, and a stable recurring customer base across restaurants, institutions, and hospitality operators nationwide.

YEAR	2025	2024	2023
Gross Revenue	\$43,959,684	\$45,820,951	\$46,036,033
Adjusted EBITDA	\$5,257,152	\$4,794,425	\$3,949,528

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