

MEAT & POULTRY WHOLESAL DISTRIBUTOR

USA → MEXICO

This exportation company is one of the largest wholesale distributors of meat and meat products to Mexico. The Company sources its products primarily in the United States, with some purchases made from suppliers located in Canada and Latin America. It has developed institutionalized expertise and systems that facilitate dealing with the logistical and financial challenges of making cross-border sales of perishable products. The Company's business practices, developed over 10+ years, facilitate dealing with suppliers and customers in their native currencies, while mitigating both credit and currency risk. The Company has established a solid reputation with vendors of both products and logistics services, and has a customer base that is impressive, diversified and growing.

Most of the Company's approximately 23 employees operate out of 4,500 sq. ft of leased facilities strategically located in Texas. This Company is ripe for expansion into additional product lines in Mexico, product line extension through simple value-add processes and expansion into other export markets in Latin America.



Year	2016	2017	2018	TTM
Gross Revenue	\$79.4M	\$79.8M	\$79.0M	\$77.1M
Adjusted EBITDA	\$1.2M	\$1.4M	\$2.1M	\$2.5M



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