

# ALCON PARTNERS

## Seeking Food and Consumer Products Companies

### Overview

A \$1B international branded food products manufacturing and distribution company is seeking strategic acquisitions that expand its geographic presence in the United States.

The company is a highly successful family-owned operation that specializes in brand development and has extensive reach into international markets. The company differentiates itself through its strong brand loyalty, quality products, and sales and distribution capabilities. They are an ideal acquirer for a business owner seeking to further its growth, particularly with access to international markets.

### Acquisition Criteria

- Companies involved in the manufacture and distribution of a variety of consumer products focused on food, drink, and home/personal care, including:
  - Processed and frozen meats
  - Edible oils – butter, cooking or seasoning oils
  - Juices or other drink products
  - Pasta, canned goods, or other shelf-stable foods
  - Home or personal care products, including soaps or paper goods
  - Detergents
  - Dairy products, including yogurt
  - Snacks
- Particular interest in companies that sell products to Hispanic consumers or have significant distribution into Hispanic-focused retail stores.
- Interest in distribution to both grocery stores and c-stores
- Markets of highest interest include Florida, New York, Boston, Washington DC and other markets on the East Coast, though other areas will be strongly considered.
- Revenue : \$15 million to \$100m

### Deal Structure

100% acquisition preferred, though other structures will also be considered. Current owner may continue with the business or leave after a transition period, at owner's discretion.

### Contact

Andrew Heitner, [andrew@alconpartners.com](mailto:andrew@alconpartners.com), 305-720-2144