

BUSINESS FOR SALE

SPECIALTY FOOD DISTRIBUTOR

An opportunity to acquire a well-established Western Canadian specialty food ingredient distributor serving commercial food manufacturers, food service providers, bakeries, and natural product companies. The business imports and distributes a broad range of food-grade ingredients and has built a strong reputation for quality, reliability, and customer service over more than two decades of operation.

The Company operates a scalable distribution model with institutional-grade quality systems, long-standing supplier relationships, and a diversified customer base.

The Company sources specialty food ingredients through a global network of certified suppliers and provides procurement, quality assurance, inventory management, and logistics services. Its products support bakery, food processing, and value added manufacturing applications. The business benefits from stable recurring B2B demand and strong customer integration, driving high retention and repeat purchasing behaviour.

COMPANY PROFILE

Listing ID:	#26011018
Location:	Western Canada
NAICS:	41311

HIGHLIGHTS

- Established specialty ingredient platform with 20+ years of operating history, strong brand reputation, and a supply chain largely insulated from current tariff dynamics.
- Recurring, non-cyclical B2B revenue supported by essential food manufacturing customers.
- Scalable infrastructure and operating systems capable of supporting materially higher volumes.
- Opportunity for operational and commercial upside through pricing optimization, procurement scale, and improved data analytics.
- Attractive platform or add-on opportunity for strategic buyers or synergistic buyers pursuing consolidation within specialty food distribution.

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NORMALIZED FINANCIAL SUMMARY

	NORMALIZED REVENUES	NORMALIZED EBITDA
FYE 2025	\$ 20,315,132	\$ 1,408,063
FYE 2024	\$ 20,734,970	\$ 1,620,668
FYE 2023	\$ 17,580,347	\$ 954,641
FYE 2022	\$ 21,896,493	\$ 2,262,480
FYE 2021	\$ 20,306,489	\$ 2,413,576

Historical financial performance reflects normal fluctuations in underlying commodity prices, which may impact revenue and gross margins on a period-to-period basis, without affecting underlying demand or long-term operating fundamentals.

SALE INFORMATION

Type of Sale: Share/Stock Sale

The founder is seeking to transition ownership while ensuring continuity for employees, customers, and suppliers.

The seller is open to supporting a structured transition period to facilitate knowledge transfer and operational continuity.



Vancouver, Toronto, Victoria, and Kelowna

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