



# Business Profile

March 2024



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# 1G Vending

[1gvending.com](http://1gvending.com)

Est. 1999

**Retail: Vending Machine Businesses**  
Service route business



## Business Description

1G Vending was founded by a husband and wife team with experience building and operating technology and financial services business. Seeking a new challenge and a business that could allow their family to enjoy a more balanced lifestyle, they acquired two fully developed vending routes in operation for over 50 years, and now own and operate 1G Vending.

1G Vending provides a comprehensive line of Beverage, Snack, Coffee, Food, and Pantry Vending Services. 1G Vending brings over 20 years of experience with full-service vending operations, providing reliable vending and pantry services to a wide range of customers from Medical Facilities, Schools, Offices, Car Dealerships, Factories, Warehouses, and more. We currently have 146 machines deployed serving 55 customer accounts in 20 cities across northern NJ. All of our accounts are within a 20-mile radius of our primary warehouse facility in Nutley, NJ.

### Entity Details

- Legal Name: 1G Capital LLC
- Legal Entity Type: LLC
- Tax Filing Classification: S-Corp

### Ownership

- Semi-remote/absentee (up to 20 hours/week)
- Selling for Financial gain

**100%**

% of Business For Sale

Executive Summary

Business and Operations

Customer and Customer Acquisition

Assets for Sale and Opportunity

Revenue and Profitability

Included with  
List & Sell Direct Package

# Deal Overview

**June 2024**  
Target Sale Date



**3-6 months**  
Transition Support & Training



**\$1.0M**  
Sale Price

**\$856k**  
LTM Gross Revenue

**\$233K**  
LTM Cash Flow

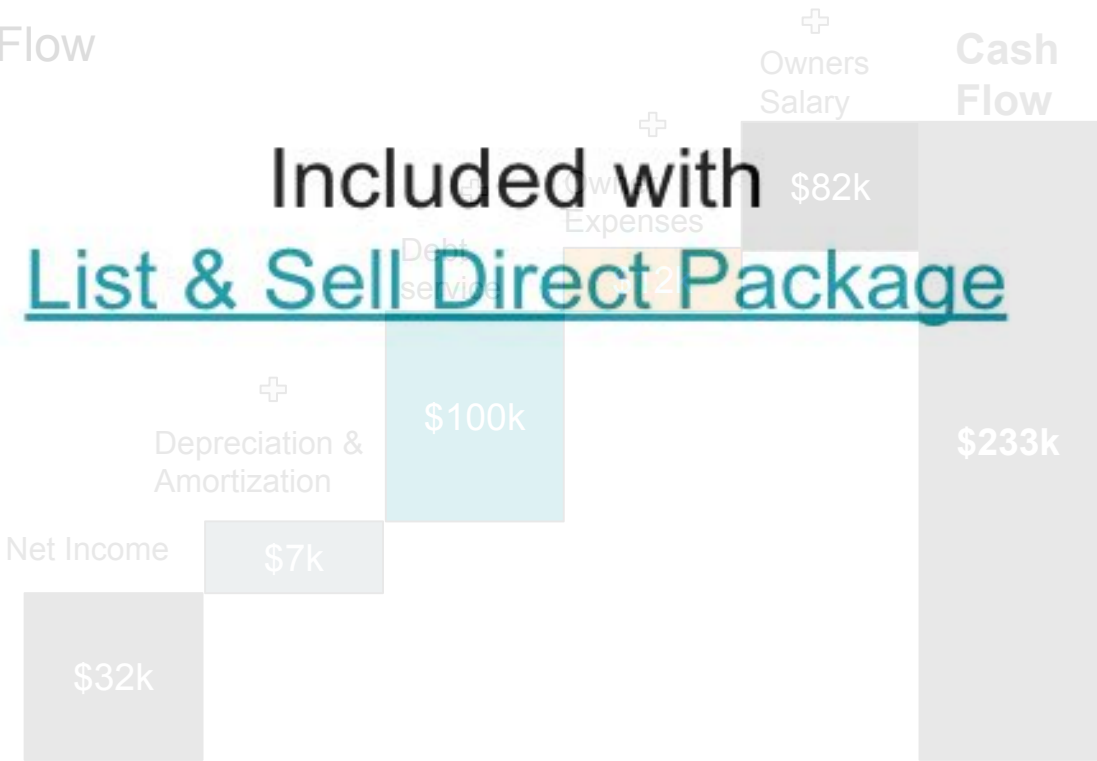
**1.17x**  
Gross Revenue Multiple

**4.29x**  
Cash Flow Multiple

## Assets to be transferred

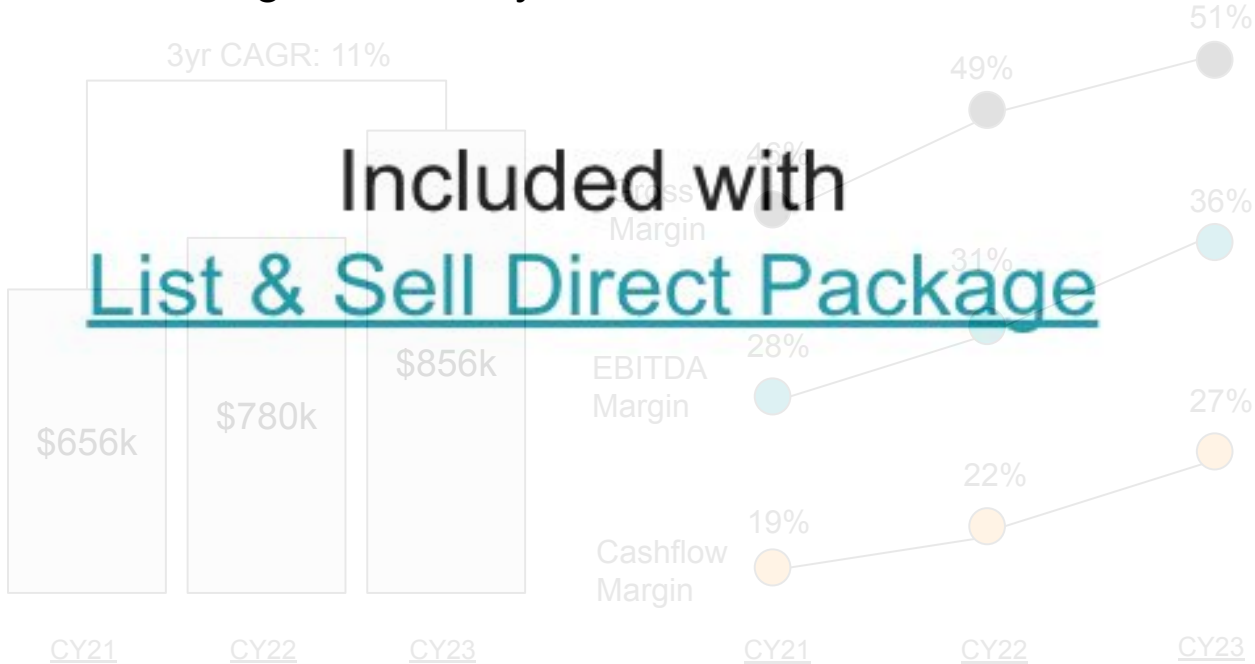
- Inventory
- Equipment
- Furniture & fixtures

## Cash Flow



Included with  
**List & Sell Direct Package**

### Revenue & Margin Summary



### Financing



Owner is willing to engage with buyers that need bank or SBA financing

#### Seller Financing

<b>Yes</b>	<b>20%</b>	<b>\$200,000</b>
Willing to Provide	Max % of Gross Sales Price	Max Note Amount
<b>6 years</b>	<b>8%</b>	<b>Yes</b>
Longest Payback Period	Lowest Interest Rate	Willing to Defer Note Up to 24 Months

Buyer will NOT assume debt of the business

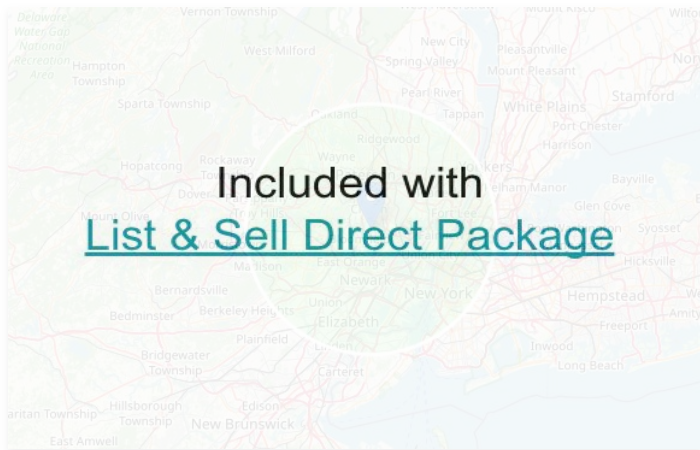
- Debt Amount: N/A
- Interest Rate: N/A

### Customer Accounts



**55** Total Accounts

### Account Types



### Customer Contracts



Some, but not all accounts have contracts

Customers are centralized within a 15 mile radius of Nutley, NJ

### Competitive Landscape

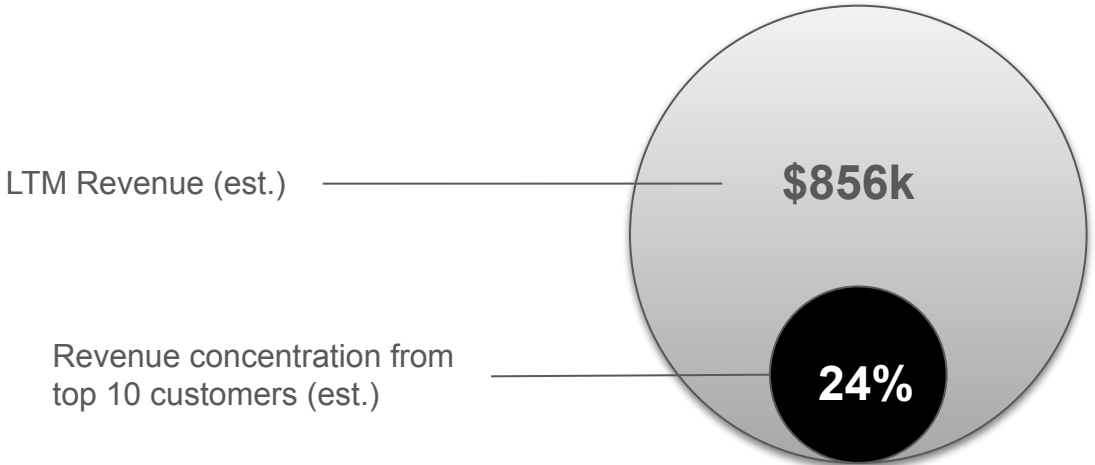


The vending machine industry is highly competitive, with major players like Coca-Cola and PepsiCo dominating alongside smaller players. Technological advancements such as cashless payment systems drive innovation, while specialization in areas like healthy snacks or artisanal products offers opportunities for smaller companies to thrive. Overall, competition is fierce, and companies of all sizes must succeed by offering convenient and appealing vending solutions.

**Included with List & Sell Direct Package**

Competitor	Address	Website	Rating
MSS Vending	Passaic, NJ	<a href="http://mss.com">mss.com</a>	3.2
The Vending Company	Harbor, NJ	<a href="http://thevendingconj.com">thevendingconj.com</a>	3.0
Infiniti Vending	Berkeley, NJ	<a href="http://infinitivend.com">infinitivend.com</a>	4.9
CoinOp Vending	Alpine, NJ	<a href="http://coino.com">coino.com</a>	3.5

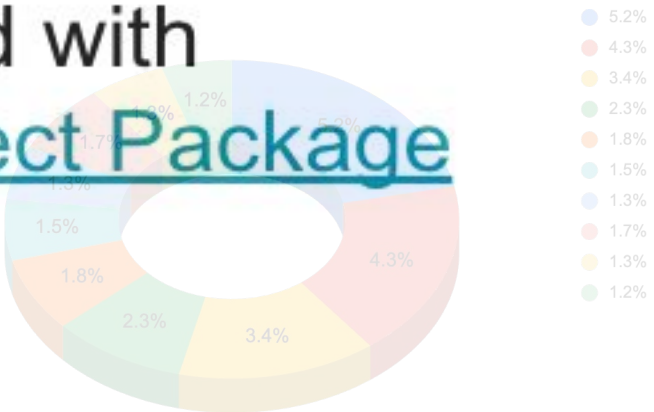
# Revenue Concentration



*In Thousands*      Total Revenue      \$856.00

Customer	Gross Revenue	% of Revenue
1	\$44.51	5.2%
2	\$36.8	4.3%
3	\$29.10	3.4%
4	\$19.69	2.3%
5	\$15.41	1.8%
6	\$12.84	1.5%
7	\$11.13	1.3%
8	\$14.55	1.7%
9	\$11.13	1.3%
10	\$10.27	1.2%
		24.0%

**Included with**  
List & Sell Direct Package



## Sales & Marketing



0

Dedicated Sales  
People

1

Part Time Sales  
People

### Marketing Channels

- Word of mouth
- Website

There are currently no outbound sales or marketing efforts. This is one area of opportunity for the acquirer. Word of mouth brings in additional business from the website.

Included with  
List & Sell Direct Package

There is no spending on targeted ads and no social media presence at this time.

## Growth Opportunities



### Summary

- Increase pricing
- Expand to new markets

### Deep Dive

#### Increase Pricing

Pricing was last increased in 2019.

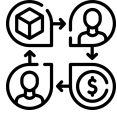
Included with  
List & Sell Direct Package

#### Expand to new markets

The customer radius has not increased since 2019 . . .



## Operating Facilities



23 Robert Street  
Nutley, NJ 07110

### Leased

Single-story warehouse with UPS-height loading dock. ~1,500 sqft, with dedicated office space. Bathroom and office were recently remodeled.

Date of lease expiration: Dec 2024  
Assignable to purchaser: Yes, with landlord consent

## Insurance Policies



- 1. General Liability
- 2. Property
- 3. Workers Compensation
- 4. Commercial Auto

## Licensing Requirements



Each municipality where we have machines deployed requires a license. License fees range from \$10 - \$35+ per machine.



DOT requirement  
4143667

# Employees



**2** Full Time                      **0** Part Time                      **1** Contractor

Compensation: Paid by the hour

## Employee Benefits

- Healthcare Plan
- Dental Plan
- 401k Plan
- Paid Vacation

## Typical Working Days and Hours

- Monday
  - Tuesday
  - Wednesday
  - Thursday
- Start of Day: 6:00am  
End of Day: 4:00pm

## Personnel Detail

Job Title	Status	Tenure	Compensation	Pay Rate	Key Person
Senior Route Driver	Full time	10 years	Hourly		Yes
Route Driver	Full time	4 months	Hourly		No
Service & Repair Tech	Contractor	25 years	Hourly		Yes

**Included with**  
List & Sell Direct Package

Property, Plant & Equipment



Make	Model	Year	Vin	Value - est.
Isuzu	NPR HD (Diesel)	2014	78HJWFB781346	\$28,000
Isuzu	NPR (Gas)	2016	5J5E1HSD7865GHE	\$32,000
				\$60,000

**Included with**  
List & Sell Direct Package

Item	Avg. Age	Value - est.	Quantity	Total Value
Beverage Machines	10 years	\$5,000	84	\$420,000
Snack Machines	10 years	\$2,000	62	\$124,000
Coffee Machines	12 years	\$5,000	4	\$20,000
Food Machines	8 years	\$5,500	4	\$22,000
Spare Parts	5 years	\$15,000	1	\$15,000
Pallet Jack	8 years	\$800	2	\$1,600
				\$602,600

## Inventory



The business's Inventory is part of the sale.

Estimated Monthly  
Inventory Cost

Key Inventory Suppliers

**\$27k**

**5**

## Working Capital



Est. Minimum Monthly  
Working Capital

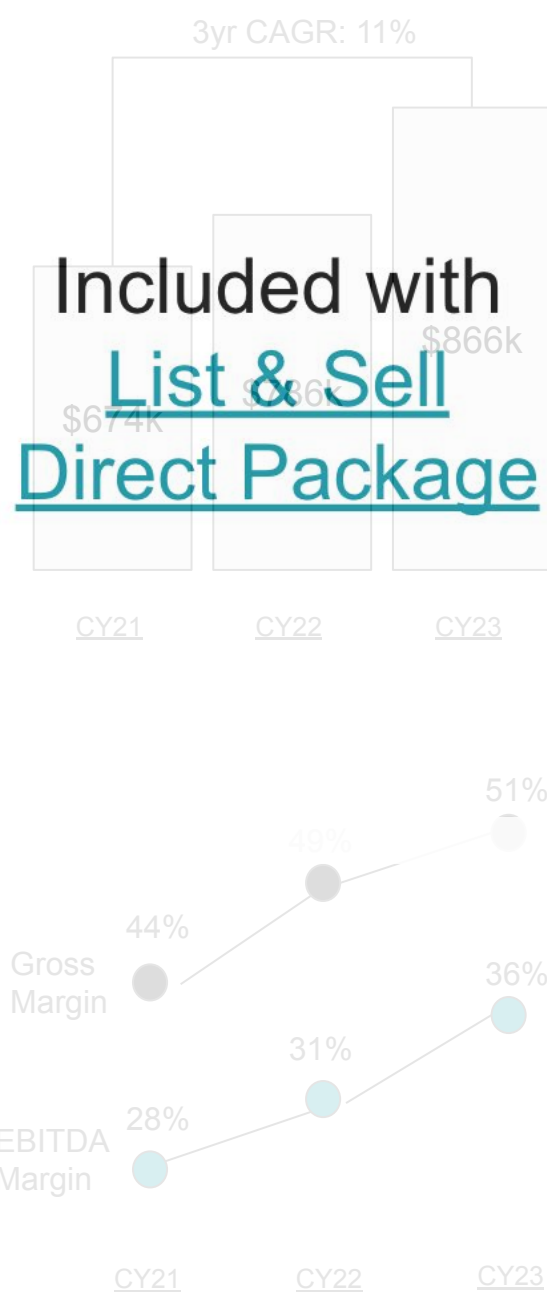
Use of Debt or Credit for  
Working Capital Needs

**\$20k**

**YES**

## Income Statement

Year	2023	2022	2021
<b>Revenues</b>			
Sales Revenue	\$866,592	\$786,185	\$674,483
Returns & Allowances	\$90	\$93	\$101
Interest Income	\$8,666	\$7,862	\$6,745
Other Income	\$2,166	\$1,965	\$1,686
<b>Total Revenues</b>	<b>\$877,514</b>	<b>\$796,105</b>	<b>\$683,015</b>
<b>Cost of Sales</b>			
Cost of Goods Sold	\$394,881	\$366,208	\$348,338
Cost of Service	\$37,294	\$37,019	\$33,126
<b>Total Cost of Sales</b>	<b>\$432,176</b>	<b>\$403,227</b>	<b>\$381,464</b>
<b>Gross Profit</b>	<b>\$445,338</b>	<b>\$392,878</b>	<b>\$301,551</b>
<i>Gross Margin</i>	<i>50.75%</i>	<i>49.35%</i>	<i>44.15%</i>
<b>Operating Expenses</b>			
Rent	\$28,672	\$28,672	\$28,672
Parts / Repair	\$9,985	\$15,881	\$11,851
Taxes & Licenses	\$12,797	\$12,167	\$11,065
Trucks / Gas	\$26,124	\$14,287	\$10,185
Insurance	\$9,605	\$9,022	\$8,300
Route Driver	\$110,184	\$103,878	\$72,482
<b>Total Operating Expenses</b>	<b>\$197,367</b>	<b>\$183,907</b>	<b>\$142,555</b>
<b>EBITDA</b>	<b>\$247,972</b>	<b>\$208,971</b>	<b>\$158,997</b>
<i>EBITDA Margins</i>	<i>28.26%</i>	<i>26.25%</i>	<i>23.28%</i>
<b>Non-Operating Expenses</b>			
Depreciation	\$54,082	\$55,090	\$51,718
Amortization	\$5,800	\$6,400	\$3,200
Loan Payment	\$102,600	\$102,600	\$102,600
<b>Total Non-Operating Expenses</b>	<b>\$162,482</b>	<b>\$164,090</b>	<b>\$157,518</b>
<b>Total Expenses</b>	<b>\$359,849</b>	<b>\$347,997</b>	<b>\$300,073</b>
<b>Taxable Net Profit</b>	<b>\$85,490</b>	<b>\$44,881</b>	<b>\$1,479</b>



## Balance Sheet

<i>As Of</i>	<b>December 31, 2023</b>	<b>December 31, 2022</b>	<b>December 31, 2021</b>
<b>Assets</b>			
Cash & Cash Equivalents	\$21,574	\$24,089	\$22,456
Property Plant & Equipment	\$2,602	\$0	\$0
Deposit Receivable	\$1,000	\$1,000	\$0
<b>Total Assets</b>	<b>\$25,176</b>	<b>\$25,089</b>	<b>\$22,456</b>
<b>Liabilities</b>			
Bank of America - Credit Card - 0898	\$27,065	\$26,082	\$23,890
Payroll Payable - Payroll Tax	\$1,520	\$1,389	\$803
Payroll Payable - Salary & Wage	\$8,360	\$8,450	\$5,150
<b>Total Liabilities</b>	<b>\$36,945</b>	<b>\$35,921</b>	<b>\$29,843</b>
<b>Equity</b>			
Paid In Capital	\$0	\$16,129	\$50,820
Shareholder Distributions	-\$23,369	\$0	\$0
Retained Earnings	\$85,490	\$44,881	\$1,479
<b>Total Equity</b>	<b>\$62,121</b>	<b>\$61,010</b>	<b>\$52,299</b>
<b>Total Liabilities and Equity</b>	<b>\$25,176</b>	<b>\$25,089</b>	<b>\$22,456</b>

Primary Facility



Machinery/Equipment



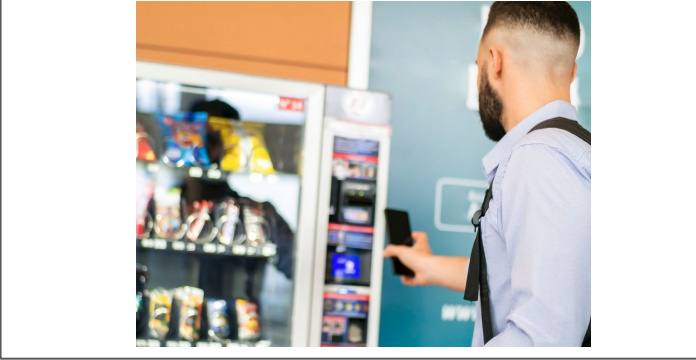
Inventory



Work Vehicles



Other



Other



Other



Other





## Important Note for the Business Owner

Sell Direct generated this Business Profile for **1G Vending** using the information provided in our online questionnaire. Several of the sections in this *instant* Business Profile contain placeholders, namely the Executive Summary, Cash Flow Analysis, Revenue & Margin Summary, Competitive Landscape, Profit & Loss Statement, and Balance Sheet. When selling your business, these sections are instrumental for qualified buyers to examine.

If you are interested in selling your business without the additional expense of a broker, upgrade to our [List & Sell Direct Package](#) to get your *complete* Business Profile and deal concierge. The *complete* Business Profile will provide qualified buyers with a comprehensive look at your business using your source-of-truth data, which will improve the quality of qualified buyers and reduce the overall timeline to execute a transaction.

## Notice & Disclaimer

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