

FOR SALE: Manufacturer of Private Label Pet Consumables

Developer & manufacturer of custom pet treats, supplements, and wellness products!

Financial Overview

List Price: **\$545,000**

Gross Sales

2025
\$818,180

Cash Flow

2025
\$158,292

- **2025 Profit Margin:** 20%

Business Information

Services: Private-label and contract manufacturer of pet supplements with over 2000 formulas in their library

Clients: B2C/Online/B2B – pet supplement companies, pet product wholesalers, and consumer product companies

Service Area: United States

Location: Tampa Bay, Florida. Relocatable.

Staff: Operations Manager and 4 in production

Year Established: 2012

Lease: 10,000 sq. ft. facility; production space on two sides, racking for warehousing, offices, conference room, 2 bathrooms, break area

Reason for Selling: Retirement / Age

Seller Training Period: 1 year

Owners Role: Less than 15 hours a week, mostly high-level decision making

Growth Opportunities: Bring on a salesperson, expand into new product and animal categories, expand production capacity, and increase marketing presence

Machinery & Equipment: \$558,545

Furniture & Fixtures: \$108,335

Funding Example

Purchase Price: **\$545,000**

85% Buyer Down Payment	\$463,250
15% Seller Financing	\$81,750

Description

The Company is a U.S.-based private-label manufacturer and product development partner specializing in soft-chew nutritional supplements for the pet industry. It serves consumer product companies, e-commerce sellers, retailers, and international customers seeking U.S.-manufactured pet products. The Company operates from an FDA-registered and Florida Department of Agriculture-licensed facility in the Tampa, Florida market and is supported by an operations manager and four production employees. Its quality-control and traceability procedures include certificates of analysis for incoming ingredients, batch codes, expiration dates, and documented ingredient tracking. Management reports no history of product recalls or product-safety incidents. The operation is supported by a lean team responsible for procurement, production planning, customer communication, manufacturing, packaging, and fulfillment. The owner provides high-level direction and currently works less than 20 hours per week. The sale is driven by the owner's desire to plan for retirement. He has offered to support the transition for 1 year and provide a 15% seller carry, demonstrating confidence in the Company's continued success following a transaction.

With a purchase price of **\$545,000**, this business is primed and ready for a new owner to step in and continue with successful operations. Its library of approximately 2,000 stock and custom formulations addresses a variety of targeted wellness needs, including digestive health, probiotics, hip and joint support, and skin and coat care. Products are manufactured using a handcrafted, cold-extrusion and air-drying process rather than baking or high-temperature dehydration. The Company's products are vegan, gluten-free, and free from animal-derived proteins and byproducts.

- CONFIDENTIAL -

Last Revised: BV 8.11.2026

The Firm makes no warranties or representation in consideration to the information provided above. All communication regarding this business must occur directly with The Firm Advisors, LLC. The Firm does not sell real estate. The Firm solely advises on exit strategy.