

Insights for Driving Success

There has been significant consolidation throughout the U.S. grocery industry as larger players make strategic acquisitions in order to better leverage pricing with vendors. In episode 7 of Insights for Driving Success, we explore Carl Marks Advisors' recent role as restructuring advisor to one of the top 10 cooperative food distributors in the U.S. during their sale to a large grocery retailer.

Vendor Withdrawal of Terms and Impacts in the Grocery Industry



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In this video, Partners Doug Booth and Keith Daniels discuss the sale of a co-op distributor. The cooperative sought to expand their coverage area through a strategic acquisition of an independent wholesale food distributor. The company began a steep decline after the failed integration of the newly acquired division – which was exacerbated by a collective withdrawal of terms by top vendors that accelerated the shrinkage of the company's working capital.

Other videos on Carl Marks Advisors successful engagements in the grocery industry:

- [Member Equity Risk in Co-Ops](#)
- [Engagement of CRO after Bankruptcy](#)

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