

PRESS RELEASE / JANUARY 2026

# FOCUS Investment Banking Represents Greystar Products in its Sale to Tulkoff Food Products



has been acquired by



a portfolio company of



**Washington, DC, (January 7, 2026)** – [FOCUS Investment Banking](#) (“FOCUS”), a leading middle-market investment bank, is pleased to announce that it served as the exclusive financial advisor to [Greystar Products](#) (“Greystar”) in its sale to [Tulkoff Food Products](#) (“Tulkoff”), a portfolio company of Graham Partners.

Founded in 1999, Greystar is a formulator and marketer of branded food products for the grocery, retail, and club channels. The company has earned a strong reputation for expanding the reach of well-known brands by securing trademark rights and marketing compelling food products with national distribution. Greystar’s portfolio spans a wide range of sauces, marinades, and related product categories under notable licensed brands.

Terry Italia, President of Greystar Products, was very happy to find a great home for their 25-year-old company with Tulkoff Food Products. “When my partner and I decided to seek the calm waters of retirement, we were fortunate to find Barry, Jim, and the team at FOCUS Investment Banking, who helped us navigate our way to a successful exit.”

Headquartered in Baltimore, Maryland, Tulkoff is an innovator in the food industry that seeks to craft bold, high-quality condiments, specialty sauces, and ingredients that elevate everyday flavor experiences. With a legacy of strong customer service, quality products, and a passion for culinary creativity, Tulkoff serves a diverse customer base — including industrial, food service, retail, co-pack, and private label partners — delivering customized solutions that meet the evolving tastes of today’s consumers.

The acquisition of Greystar represents a strong growth opportunity for Tulkoff by strengthening its position in the specialty retail sauce category and expanding its suite of offerings to support its existing foodservice customer base.

“Working with two outstanding entrepreneurs who also are wonderful human beings,” commented Barry Calogero, Managing Director at FOCUS Investing Banking, “was an honor and a privilege. We couldn’t be happier to have helped Terry and Greg find a buyer who will continue their legacy of creating and delivering great food products. Terry and Greg are the embodiment of the American Dream.”



**Barry Calogero**

Managing Director

[barry.calogero@focusbankers.com](mailto:barry.calogero@focusbankers.com)



**Jim Sowers**

Senior Advisor

[jim.sowers@focusbankers.com](mailto:jim.sowers@focusbankers.com)

\*These testimonials may not be representative of the experience of all clients; testimonials are not a guarantee of future performance or success.