

Zoellner, Garten & Co.

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Acquisition Opportunity Client 1044 – Building Products

Description. The Business serves Greater Cincinnati contractors, remodelers, do-it-yourselfers, and others from its two locations. The focus is on a narrow line of building products that they carry in stock which sets them apart from most building product sellers. Yes – they have the typical lumber and hardware and retail store items but it's the specialty product line that sets them apart.

Niche: The Business is dedicated to its relationships with its contractors and property owners. They treat everyone like they are their largest account. Flexibility, fast delivery with a “get it done” attitude is the focus of the staff.

Opportunity: The facilities can handle growth of almost any type. Buying out local and regional competitors would accelerate growth and allow for better Inventory turns.

Financial. Revenues have been in the \$4.5 million range. Adjusted EBITDA / Cash Flow to the Owner has been in the range of 8% to 9% of Revenues.

Management; Employees. The Owner runs the Business. He has solid managers and employees in place that can make decisions.

Facility. There are two locations; they are available for purchase or lease.

Competition. The big box retailers such as Lowes and Home Depot are competitors for some products. A few other businesses compete for the specialty line featured by the Business.

Reason for Selling: The Owner will retire after any reasonable transition period.

What's for Sale: The preference is to sell Business Assets and the Real Estate.

Asking Price: Please contact us to discuss the Asking Price and transaction structures. A bank has provided a financing structure for a qualified buyer.

Comments: The Business has a long history, good reputation, loyal customers, and serves a niche in the building products line.

To Learn More: If interested, please call us. Buyers must agree to the terms of our Confidentiality Agreement (CA) and submit a Buyer Profile. Please visit our web site to review the CA and complete the Buyer Profile.