

Zoellner, Garten & Co.

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Acquisition Opportunity Client 1044 – Building Products

Description. The Business serves 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.

Financial. Revenues have been in the \$4.3 million range. Adjusted EBITDA / Cash Flow to the Owner has been in the range of 8.5% of Revenues.

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

Facility. The Real Estate at the two locations is available for purchase or lease.

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.

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

TO LEARN MORE – 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.

Please contact us if you have any questions or need assistance.

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