

# Zoellner, Garten & Co.

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## Acquisition Opportunity – Client 1048 Specialized Paint / Coatings Distributor

**Description.** The Business sells specialized paint and coatings to Original Equipment Manufacturers. The Products are for specific needs and have special characteristic; the Service provided by the Business is the real reason that roughly 90% of their Sales are recurring.

**Opportunity.** Sales have been growing nicely and can continue to grow. The Owner is thinking of eventual retirement and has not been aggressive in finding new products and customers.

**Customers.** Many customers are OEM's and are for the most part within 75 miles of their facility in Southwest Ohio. They can and do ship product to customers in places such as Florida, Oklahoma, and for use in Mexico and anywhere for customers that have had a reason to buy from them.

**Competition.** There are large Paint / Coating manufacturers that have Company owned stores. They can supply products similar to those sold by the Business – where their people tend to be lacking in Product knowledge and Service.

**Financial.** *Over 80% of Revenues are recurring.* Annual Revenues in 2018 exceeded \$3.1 million, an increase of 15.6% over 2017.

**Employees.** There are ten including the Owner. The Owner leads the Business and has a lot of customer contact. The employees can and do take care of Business when the Owner is visiting customers and on vacation.

**Facility; Location:** The Business leases just under a 9,000 sq. ft. facility. It is convenient to interstates and easily accessible for customers.

**Reason for Sale.** The Owner will retire after a transition period. He plans to travel.

**Asking Price.** The Asking Price is \$450,000 plus Inventory (typically in the \$350,000 range). Based on Zoellner lending contacts, financing is available for a qualified buyer.

**Ideal Buyer.** Knowledge of Distribution and the sale of specialized products would be helpful. The Owner is willing to stay as long as needed to transfer knowledge and introduce Customers.

**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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