

Zoellner, Garten & Co.

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Acquisition Opportunity – Client 1050 Lubricant & Fluids Distributor

Description. The Business offers very competitive pricing in bulk fluids, including oil, automatic transmission fluid, antifreeze, hydraulic, and specialty oils. They also offer motor oil and heavy-duty diesel engine oil in drums, and a variety of package sizes including traditional quart cases, 5-quart jug cases, and 6-gallon bag-in-box packages.

The Service Department, an important feature that attracts and retains customers, is that the Business installs, maintains, and repairs automotive and trucking service and repair equipment.

Niche. It's a family owned and operated Business that understands the benefit of excellent service and taking care of customers.

Opportunity. The Company has done little with social media to promote its products and services. There are several service business acquisitions that could grow Revenues.

Customers. Customers are loyal because of exemplary service and competitive prices. The Business serves Southwestern OH.

Financial. Annual Revenues are over \$7 million. Gross Profit has been 18% to 20%. EBITDA is around 6% of Revenues.

Management; Personnel. The two Owners manage the Business. The other 12 employees handle Sales and Service. Many have been with the Company for years.

Fixed Assets. Fixed Assets consist of Bulk Plant Equipment, Vehicles, Loaned Equipment, and Office Equipment.

Facility. The Owners of the Business own the facility where the Business operates. It is comprised of a 14,500 sq. ft. warehouse plus office space.

Competition. There are a small number of businesses that provide similar products.

Reason for Sale. The Owners will retire after any reasonable transition period.

What's for Sale. Inventory, Personal Property Assets, Real Estate, use of name, phone numbers, and other Goodwill of the Business are for sale.

Asking Price. Inventory is typically \$600,000 to \$700,000 and Personal Property Assets and Loaned Equipment have a value of \$500,000. Real Estate has a property tax value of under \$300,000.

Comments. This is a solid Business with growth potential.

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.

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

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