

February 2024

Buyers seeking Acquisitions:

Buyer 7252:

Looking for an add-on for a growing SW Ohio area business. Target is a company manufacturing material handling, conveyors, packaging, processing things. A distributor could be considered, anything in the B2B Industrial sector will be considered.

Buyer 7254:

Looking for an electronics or computer manufacturer or potentially an IT related firm to acquire.

Buyer 7256:

Small Investment Group seeks to acquire ONE small company and grow it over the long term. They have leadership talent, advisors, and capital to quickly close a transaction. Target EBITDA is \$1 million. Focus is on B2B or home services.

Contact Us!

Morgan Vaive, Vice President
morgan.vaive@zoellnergarten.com
859-957-9657

John W. Zoellner, President
jzoellner@zoellnergarten.com
513-382-3797

“A drink precedes a story” - Irish proverb

Getting together for a cup of coffee or lunch or dinner presents an environment that allows the participants to get to know each other as individuals, which helps to understand the seller’s role in how the business currently operates and allows the buyer to “hopefully” understand how it will operate. What the seller does and how may be different than what the buyer intends to do. Change is ok and can be good or an issue going forward.

We’ve had many buyer / seller meetings that went well and accomplished a lot. The parties shared details about their lives and experience and ultimately developed a “comfort level” between them. A sale happened and both parties accomplished their objectives. And as much as I hate to say it, yes, we have even experienced a situation where a sale was not in the best interest of one or both parties.

There are many reasons why the personalities of the seller and buyer don’t mesh very well. Sometimes it’s less about personalities though and more about management style and vision. We have had sellers call us after meeting a prospective buyer and said, “no way, they are not the buyer to run my business”! We’ve also had sellers that micromanaged every aspect of the business and had no key employees. If a sale occurred, and the seller was gone, operating the business could be a nightmare for the buyer.

Business buyers and sellers getting to know each other is an important aspect in the sale and purchase of a business. The process often starts with a beverage. Don’t overlook the benefit!

Whether you own a business and are considering selling, or you are a buyer looking to own a business, we’d love to hear from you and discuss what you hope to accomplish. Please get in touch, there is no obligation and hopefully there will be a benefit.