

Zoellner, Garten & Co.

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Acquisition Opportunity

Client 4158

Commercial Lighting Products & Services

Business Description: This is a Distributor / Service Business that buys direct from manufacturers. It has a Contract Division that works with businesses, governmental agencies, educational institutions, and nonprofit organizations for lighting upgrades, light bulbs, ballast, fixtures, and on-going service. They have a wide variety of products and experienced staff.

Niche: It's all about a long history of doing great work, having the products customers need, and providing excellent service.

Personnel: The Company has extensive Inventory, experienced Lighting Specialists, Technicians, and Service Personnel. Service personnel in some cases live close to their customers that are located within a several hundred-mile area from the Business office.

Reason for Selling: The owners have been with the business for several decades and, after a reasonable transition period, plan to travel to visit family.

Financial Information:

	2014	2015	2016
Revenue	\$2,678,000	\$2,931,000	\$3,419,000
Adjusted EBITDA	\$286,000	\$374,000	\$355,000

Revenues in the first half of 2017 were \$1.8 million and are on track to exceed 2016.

What's for Sale: Product Inventory, Equipment, Personal Property Assets, Name, Phone Numbers, Customer List, and other Intangible Assets (Goodwill) are for sale. The Real Estate can be purchased or leased or the Business moved.

Summary: The business is well established, has a great reputation, is growing, and can continue to grow. It's perfect for an individual or a strategic business to acquire.

If interested, please contact us for more information.

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