

Profile number

110664

Trading company in fasteners

Located in

Multiple regions possible

Personal data

Sector

- Construction
- Wholesale

Type of company

Wholesale DIY

Legal entity:

-
- Other
- Limited Company

Type of transaction

Shares

Life phase enterprise

- Starting
- Growing
- Full-grown

Employees in FTE

5 - 50

Type of buyer:

- MBI candidate
- Strategic acquisition

Financial information

Turnover last financial year

€ 250.000 - € > 5.000.000

Asking price

€ 0 - € 10.000.000

Earnings before taxes

€ 100.000 - € 5.000.000

Company history/background

Expert trading company in fasteners seeks business for acquisition. To facilitate further growth, we are seeking to acquire a fasteners company with technical expertise, a strong market position, excellent customer service,

and growth potential. Through a strategic acquisition, the company aims to expand its product-market combinations, strengthen expertise, and further optimize customer service. The client is open to organizations that can be integrated as well as companies that will continue to operate independently.

Search profile

We are seeking a stock-holding trading company specializing in construction fasteners, with specialist knowledge, a strong market position, and excellent customer service. Our client recognizes the crucial importance of the right people to realize its growth strategy and to jointly take the organization to the next phase.

In addition to its trading function, our client excels in development, procurement, and customer-oriented solutions such as assembly, coating, and technical support. Furthermore, the organization offers the option to supply under a white label and possesses dropshipment facilities, through which storage and order fulfillment are completely taken off your hands.

Unique selling points

The current range is used in roof and wall assembly, facade techniques, installation technology, and interior finishing.

Skillset

- Wide assortment.
- Strong in customer-specific solutions: assembly, coating, and advice.
- Delivery both directly to consumers and to the indirect channel (wholesalers, building material retailers, and online).
- Reliable direct purchasing channel in the Far East.
- Hands-on and pragmatic team.
- Social workshop: opportunity for employees with a distance to the labor market.
- Sustainability: including the reuse and recycling of boxes, and the deliberate avoidance of plastic.

Other

Acquisition objective

To further strengthen the company's position, we are looking for parties with the following characteristics:

-Technical know-how:

- Knowledge of the application of fasteners in complex situations.
- Knowledge of the design and development of fastening materials.

- Commercial know-how and skills.

-Additional assortment.

-International sales network, particularly Germany.

- To shift purchasing to the Far East to improve gross revenue.

Specific examples:

- Fasteners for concrete.
- Fasteners for wood.
- Supplier of a wide range of fasteners to building material retailers.
- Expert in advising customers on fastening materials; e.g. knowledge of the application of fastening materials in complex circumstances.
- Expert in the design of fastening materials.