

ACQUISITION CRITERIA

Candidate Description

Companies that manufacture specialty lubricants, rail equipment, protective coatings and reliability products for sale to capital intensive industries such as mining, railroad, power generation, and other heavy industrial applications.

Required

- Proprietary technology, high quality products (brand recognition)
- Existing base of satisfied customers
- Annual revenues of \$500,000 to \$15 million
- Profitable historical operations, with synergistic improvement opportunity
- Controlling ownership motivated to enter into a transaction
- Transaction size - up to \$10 million

Desired

- Management with vision, integrity, experience and desire to build shareholder value
- Highly regarded by customers, competitors, vendors, and employees
- Positive, sustainable growth trend
- Consumable products purchased on a recurring basis
- Long-term product life cycle
- Synergy with our products, technology and/or distribution channels
- Significant leader in its market segment
- Minimal environmental risks
- Strong quality program and internal R&D program

About Whitmore

Established in 1893, Whitmore is a global leader in providing innovative products and services that increase the reliability, performance and lifespan of industrial assets. We manufacture reliability products, high performance lubricants, friction modifiers, application and inspection equipment, lubrication management systems and cleaners designed to meet the specific needs of each industry and application. Industrial customers worldwide rely on Whitmore to deliver the performance engineered solutions industry counts on even in the most adverse conditions and demanding environments.