

# PRE-ACQUISITION DUE DILIGENCE & POST-CLOSE SUPPORT



## CLIENT

**Client:** Private Equity  
**Location:** Wisconsin, Kansas, Illinois, Parque Industrial opcion, San Jose Iturbide, Guanajuato, Mexico  
**Country:** USA & Mexico  
**Sector:** Industry



## OBJECTIVES

Provided strategic considerations fore the bid submittal for the companies; completed pre-closing due diligence; and provided bracketing of financial exposures.



## SERVICES

Environmental Due Diligence  
 Compliance  
 Site Investigation  
 General Business Advisory

## BACKGROUND

A Private Equity client-partner was considering acquisition of a multi-state company that manufactures new stainless steel milk, sanitary and chemical tank trailers and aluminum pneumatic dry bulk tanks. Prior reports described adverse environmental conditions from historical activities as being present at multiple locations. Facilities were on both leased and owned land. Some property owners were difficult to work with and refused to allow additional site investigation. Extremely tight time lines had to be met as ultimately three separate manufacturing companies, including an

operation in Mexico, were acquired in rapid succession.

The Client realized a significant price reduction based on SLR's presentation of findings and strategic inclusion of the Seller's own environmental consultants prior reports. Subsequent to closing, the identified environmental concerns were brought to closure for less than 30% of the price reduction received and within 10% of SLR's cost estimate.

## OUR ROLE

- Reviewed prior environmental reports and documents in the deal's data room for information

to formulate a strategy allowing the Client to leverage available information in preparing a more responsive bid submittal.

- Subsequent to the client being awarded the bid, SLR conducted site inspections, interviews and other field activities in completing of environmental due diligence.
- Worked with the Client's insurance and legal team members to definitively identify the upper financial exposure; and work with the facilities post-closing to bring the identified environmental matters to closure.



**Randy Rees, Principal**  
 T: 503 723 4423  
 rees@slrconsulting.com

[www.slrconsulting.com](http://www.slrconsulting.com)

global environmental and advisory solutions

