

Newsletter

Petroleum Distribution Industry

July 06, 2009

JANAS

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Do current events in the Petroleum Distribution Industry keep you awake at night thinking about your next move? The Industry breathed a sigh of relief when gasoline and diesel prices declined. As many expected, the decline was short lived and working capital requirements have again accelerated.

Janas has established a well-earned reputation in the petroleum industry for helping distributors solve pressing problems. **Janas** provides both Investment Banking and Management Consulting services. How might **Janas** help you as we have helped others in your Industry?

- **Cash Flow and Refinancing.** **Janas** obtained credit line for client with a 25% reduction in interest rate and an 80% increase in the borrowing line.
- **Growth Capital.** **Janas** arranges debt and equity to fund growth opportunities.
- **Acquisitions.** **Janas** engineered a \$12 million acquisition for our client.
- **Increased Value.** **Janas** developed strategies for the owner to double the future value of the Distributor.
- **Sale of Business.** **Janas** negotiated a price increase from the original offer of \$38 million to \$62 million for a lube services business.
- **Management Buyout and Tax Planning.** **Janas** structured a plan that allowed the buyout of one partner and facilitated transfer of the business to next generation.

Transactions completed by **Janas** include:

- **Brokered** the sale of Lubricating Specialties Company (LSC) to a management led buyout group.
- **Represented** the owner in the successful sale of Redwood Coast Petroleum Corp.
- **Sold** a 90 store Jiffy Lube Franchise to Heartland.
- **Divided** Sierra Energy into divisions and completed 7 transactions.



Mike Poma, the former owner of Poma Distributing Co., Inc., is a Managing Director of **Janas**. Mike brings his considerable knowledge from 30 years of experience in the Petroleum Distribution Industry to his **Janas** clients.

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