

News

Treier Featured in *Akron Legal News* Story Titled “Vorys Attorney Shares His Mergers and Acquisitions Experience in a New Book”

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Bret Treier, a partner in the Vorys Akron office and a member of the corporate group, was the focus of an *Akron Legal News* story titled “Vorys Attorney Shares His Mergers and Acquisitions Experience in a New Book.” The story focused on a book co-authored by Treier that focuses on the unique issues distribution companies face when dealing with potential mergers and/or acquisitions.

The story states:

“Mergers and Acquisitions for Distributors: Expert Advice for Buyers and Sellers’ became available for purchase in late September. Published by the National Association of Wholesaler-Distributors Institute for Distribution Excellence, the book includes some key ‘must-dos’ for both buyers and sellers of distribution businesses, along with summaries of the latest trends in mergers and acquisitions in their industry.

‘The book is a soup-to-nuts guide on what a business owner should expect if the owner wants to buy a distribution company, as well as how to proceed if you own a distribution company and want to sell it,’ said Treier, one of three experts recruited by primary author Brent R. Grover.”

The story also states:

“Distribution companies are unique from traditional manufacturers,’ said Treier. ‘They operate their businesses primarily under distribution agreements or licenses with the manufacturers they represent specific to their industry,’ said Treier. ‘It’s important to understand how those agreements typically work and to be aware of their unique issues concerning assignability and termination.’

Grover said he first met Treier while serving on the board of directors of B.W. Rogers in Akron.

'Bret was representing the company and I felt he demonstrated a great deal of expertise,' said Grover. 'When I decided to look for co-authors he was at the top of my list.'"

To read the entire story, visit the *Akron Legal News* [website](#).