

A “COMPELLING AND PRE-EMPTIVE” OFFER FOR THE VALSPAR CORPORATION

INTRODUCTION

Mergers and acquisition: case of The Valspar Corporation
- The Sherwin-Williams Company is a popular business strategy case. This case reflect on the strategic positioning framing of this 'compelling and pre-emptive' offer and the challenges in valuing the acquisition.

BACKGROUND

Many big companies in the paint industry seek to acquire The Valspar Corporation because it allows them to increase their market share and product offering: Sherwin-Williams Company, for example, declared The Valspar Corporation as a suitable partner.

STRATEGIC RATIONALE

The offer was strategic because it had the potential to support Sherwin-Williams' long term strategic development vision. Through the acquisition of Valspar, that company wanted to expand the service offerings and product portfolio, increase operational, and expected synergistic cost savings would also be realized from acquiring the rival company.

CONCLUSION

It will be useful to draw conclusions about the significance of strategic visualization, complete understanding of the financial consequences and significant planning when accomplishing mergers of great importance. They were able to use acquisitions to obtain growth and competitive advantage with the deal between Sherwin-Williams and Valspar to this end being a clear case.

RECOMMENDATION

This case is just a sample partail case solution. Please place the order on the website to order your own orignally done case solution.

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