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Graco buys N.J., Spain makers of fluid dispensers

By Dee Depass

Minneapolis-based Graco Inc. announced Friday that it has purchased two fluid-dispenser makers for about \$65 million in a cash deal that will significantly increase its standing in the industry and expand its international reach.

Graco, a manufacturer of paint and adhesive sprayers, liquid handling and measuring equipment, paid \$45 million for New Jersey-based Gusmer Corp. and \$20 million for Gusmer Europe S.L., which is based in Spain.

Together the Gusmer firms have 250 workers, \$43 million in combined sales and operations in Spain, China and Toronto. They were sold to Graco by their parent company, PMC Global Inc., which is based in Sun Valley, Calif.

With Gusmer on board, Graco, which has \$605 million in annual revenue, gains one of the industry's leading manufacturers of liquid-dispensing systems. Lloyd Greif, President and CEO of Greif & Co., the Los Angeles investment bank that represented PMC in the transaction, said Gusmer specializes in dispensing fast-setting liquid chemicals that act as insulation, protective coatings, sealants and anti-corrosive agents once applied to products during the manufacturing process.

Gusmer's systems are used to coat concrete, metal tanks and cargo beds with epoxies and polyurea. Its polyurethane-dispensing systems are used for insulation, packaging and flotation devices.

Graco President and CEO David Roberts said Gusmer's product line will complement Graco's existing strengths and should help build future sales and earnings.

Graco stock closed at \$36.35, up 38 cents.