

Steven Bankler, CPA, Ltd.

Client Spotlight: Uvalco Supply

Dan Eason and Brad Farr know a legacy worth preserving when they see it. When a beloved South Texas ranch and farm supply center needed new owners, that's why they sprang into action. It was a leap of faith, but so far, that leap has paid off.

Uvalco Supply was founded as a division of Gensco, a U.S. Army surplus store that morphed into a national pipe brokerage, in 1955. This one division grew into an essential supply lifeline for farmers and ranchers in-and-around Uvalde, Texas, and became Uvalco Supply officially in 1985. As a business consultant, Eason became well acquainted with the business about 13 years ago when he was heavily involved in the sale of Uvalco Supply to a private equity group.

"The owner stayed on as the manager and, after ten years, was ready to move on," Eason recalls.

"Because I had been so heavily involved in the sale, I knew the business pretty well and saw lots of opportunities. I got together with Brad to see if he was interested in buying and running the business together."

Their intentions were admirable, and their track records in business were enviable, but there was one major hurdle: learning the product.

"Brad came from the restaurant and property development industries, and I came from real estate and technology industries.



Learning about pipe, fencing, metal building components and the other 10,000-plus products we sell to farmers and ranchers took some time," says Eason.

It's a challenge they set out to accomplish with a tremendous amount of humility and responsibility.

"It's our turn to take care of it and carry on the legacy of this institution," Farr told the *San Antonio Business Journal*.

Since then, Eason and Farr have expanded to satellite locations in Boerne and Castroville, purchased a tractor dealership in Bandera (now called Uvalco Powersports & Equipment), and opened a second dealership in Uvalde.

"We started with a wonderful team of people already in place, brought some new energy to the business, and excited customers enough to grow the business so that monthly sales have increased year-

over-year since purchasing the business," Eason says.

Another smart move Eason and Farr made early on was working with Steven Bankler, CPA, Ltd., when acquiring Uvalco Supply.

"I appreciate Steven's intelligence, creativity and work ethic," Eason says. "Right from the start, he and his team worked with our attorneys to structure the business to protect us in the long term."

Long term? That's a concept that Uvalco Supply knows well.

Learn more about Uvalco Supply at

<https://www.uvalco.com/>



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