

News Release

Contact: Kent Kaiser
651-338-1777

Fairwater Partners Acquires Remedy Rooter Plumbing and Drain Cleaning

California Business Advisors Facilitates Sale of El Cajon-Based Company

SAN DIEGO – March 24, 2022 – California Business Advisors Founder Aaron Thom today announced that the company facilitated the sale of Remedy Rooter Plumbing and Drain Cleaning of El Cajon, California, to Fairwater Partners of San Diego, in a seven-figure deal. The deal closed on March 15.

Remedy Rooter Plumbing and Drain Cleaning, which was founded in 2005, is a Better Business Bureau A+ rated company serving all of San Diego County.

Fairwater Partners is composed of two partners, Dan Zastrow and Nick Smith. The Naval Academy grads met while serving onboard a fast attack nuclear submarine. Their full experience is as engineers, corporate general managers and P&L owners, and they studied business at Wharton and Stanford business schools, respectively. Leading Remedy Rooter is Zastrow's full time job. After a transition period, Zastrow will be building on the excellent foundation created by the founders.

“From closing the deal to running the company, I have been 100% focused on Remedy Rooter,” said Zastrow. “We intend to extend and expand upon the legacy that the previous owners built rather than absorb it into a larger private equity or strategic portfolio. We want to grow and expand Remedy Rooter for decades to come.”

“Fairwater Partners searched for two years for just the right business where the partners could apply their experience on submarines—something with pipes, valves, and talented technicians,” said Thom. “We had just listed Remedy Rooter for sale when I received a call, and it was a matter of only a few hours before Fairwater Partners was meeting with the previous owners to make the deal.”

“At California Business Advisors, we have a reputation for bringing together just the right business buyer with just the right business seller,” said Thom. “The acquisition of Remedy Rooter Plumbing and Drain Cleaning by Fairwater Partners really helps to highlight this fact. This was really a win-win transaction all around.”

The California Business Advisors team includes a diverse team of experts from a variety of backgrounds who have been a part of over 300 transactions during the last decade. The firm provides services to business owners interested in selling their businesses, assistance with merger and acquisition activities, complimentary business value assessments, and advisement for business owners in understanding how to maximize their net proceeds when they exit. The firm provides business brokerage and mergers & acquisitions advisory services for companies as well as exit planning, franchise sales, consulting, and business valuation services. More information is available at www.californiabusinessadvisors.com.

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