



LAKESIDE PARTNERS
MERGERS & ACQUISITIONS

**Q1 2023 Industrial Products and Services
Update**

April 2023

LAKESIDE'S INDUSTRIAL PRODUCTS AND SERVICES PRACTICE

Differentiated transaction experience across numerous industrial products/services business models

MEET OUR INDUSTRIAL PRODUCTS AND SERVICES TEAM



Josh Garner
Managing Director



Taylor Fish
Managing Director



Jacob Atkinson
Associate

- Our experience advising industrial businesses is unmatched by firms of our size who serve the lower middle market
- We have executed dozens of industrial transactions across all end markets with a combined transaction value of over \$4 billion
- We maintain regular dialogue with acquirers of industrial businesses, including corporate buyers, private equity firms, and family offices

SELECT INDUSTRIAL SUBSECTOR EXPERIENCE

- | | |
|----------------------------------|---------------|
| Automotive | Machinery |
| Building Products & Construction | Manufacturing |
| Chemicals & Specialty Materials | Packaging |
| Electrical & Communications | Technology |

REPRESENTATIVE INDUSTRIAL TRANSACTIONS

 has been acquired by 	 has been acquired by portfolio company of 	 portfolio company of has been acquired by 	 has been acquired by
 has been acquired by 	 portfolio company of has been acquired by 	 portfolio company of has been acquired by 	 has been acquired by
 portfolio company of LINDSAY GOLDBERG has been acquired by 	 portfolio company of has been acquired by Berkshire Partners	 has been acquired by 	 has been acquired by
 has been acquired by portfolio company of 	 has been acquired by 	 has been acquired by 	 has been acquired by

Note: Select transactions completed by Lakeside principals while at prior firms

INDUSTRY NEWS

Lakeside is committed to keeping our finger on the pulse of the industrial products and services market

WORTHWHILE READS

The articles below are taken from various industry periodicals, websites, and blogs from around the web that highlight key themes in industrial products.

U.S. Factory Orders Post Second Straight Monthly Decline

Reuters

"New orders for U.S.-manufactured goods fell for a second straight month in February amid ebbing demand for civilian aircraft and there were signs that business spending on equipment remained weak in the first quarter."

Read the article [here](#)

America's Government is Spending to Revive Manufacturing

Economist

"Over the past two years, urged on by President Joe Biden, Democrats in Congress have enacted a series of laws to revive manufacturing in America, as part of a \$2trn overhaul of the economy."

Read the article [here](#)

Construction Employment Growth Signals Strong Demand

ConstructionEquipment.com

"Construction employment increased in 45 states in February from a year earlier, and 24 states added construction jobs from January to February, according to the Associated General Contractors of America today."

Read the article [here](#)

How to Prevent the Next Supply Chain Crisis

WSJ

"The past year saw the worst delays the container shipping supply chain had ever experienced since its inception in the 1950s. Vessel wait times of up to seven weeks contributed to huge delays and frustrated consumers."

Read the article [here](#)

Ford Posts Full-year Net Loss as Execution Issues Plague Operations

CNBC

"Ford CFO John Lawler said Thursday that the company's disappointing earnings were largely due to execution and supply chain management issues. The company fell short of expected sales by 100,000 units, equating to about \$1 billion in missed earnings, he said."

Read the article [here](#)

RECENT NOTABLE TRANSACTIONS

The transactions highlighted below were high profile transactions completed in recent quarters.



Buckles-Smith

has been acquired by

REXEL

Buckles-Smith, a leading electrical and industrial automations products distributor serving the Northern California market, was acquired by Rexel USA.

Rexel USA, is one of the largest distributors of electrical products, data communication, and related supplies in the United States.

Lakeside Partners acted as exclusive financial advisor to Buckles-Smith.

SPXFLOW

Air Treatment Division

has been acquired by

IR Ingersoll Rand

SPX FLOW's Air Treatment division is a manufacturer of energy efficient dryers, filtration systems and purifiers for dehydration in compressed air.

Ingersoll Rand is a manufacturer of highly engineered products including compressors, pumps, and blowers for various industrial, medical, environmental and process applications.

OZARK MATERIALS, LLC

has been acquired by

ingevity

Ozark Materials is a producer of pavement marking materials including traffic paints and thermoplastic materials for state departments of transportation, civil contractors, airports and universities.

Ingevity is a supplier of specialty chemicals and carbon materials into end markets including asphalt paving, oil exploration, agrochemicals, adhesives and automotive components.

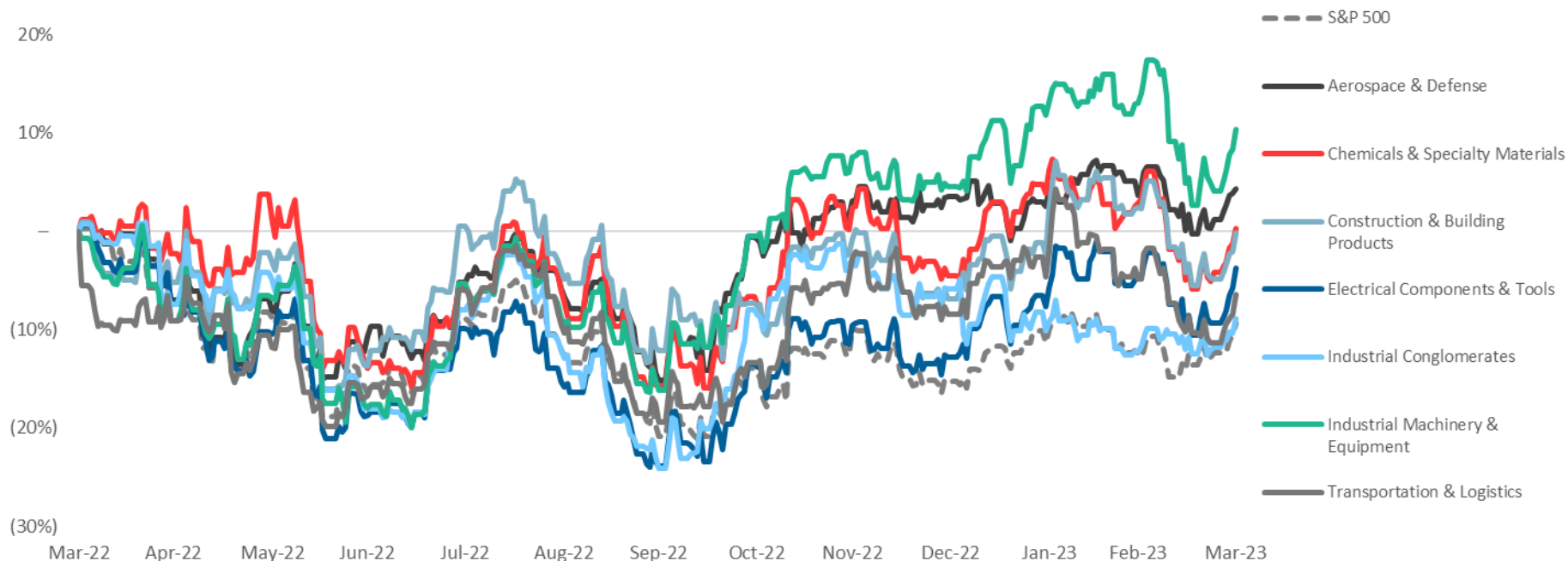


Denotes a Lakeside Partners-led transaction

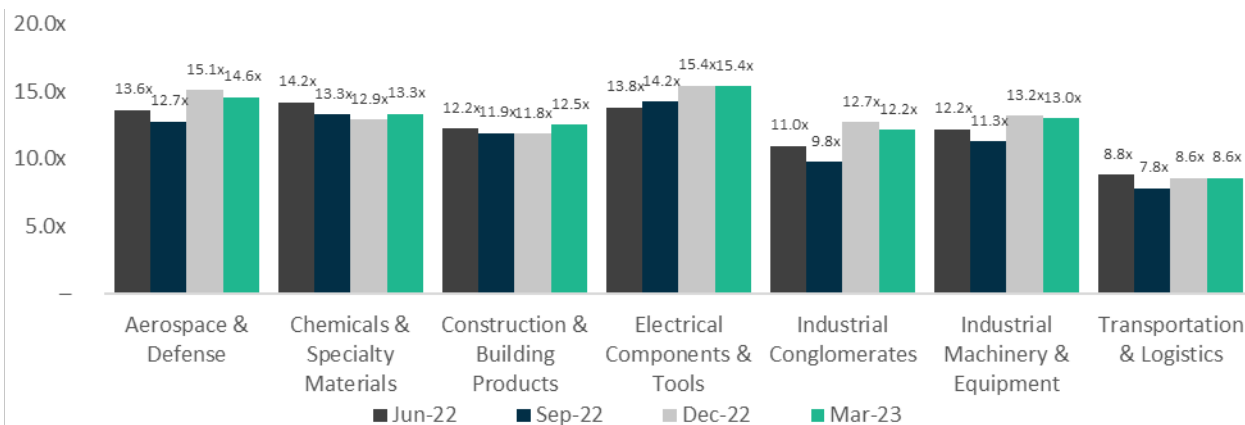
INDUSTRIAL PRODUCTS AND SERVICES PUBLIC COMPANY PERFORMANCE

Below is a look at how publicly traded industrial companies performed by sector

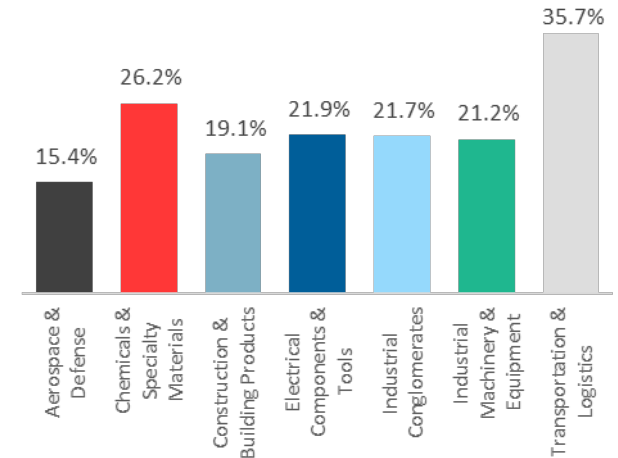
ONE-YEAR HISTORICAL STOCK PRICE PERFORMANCE



EBITDA TRADING MULTIPLES BY QUARTER

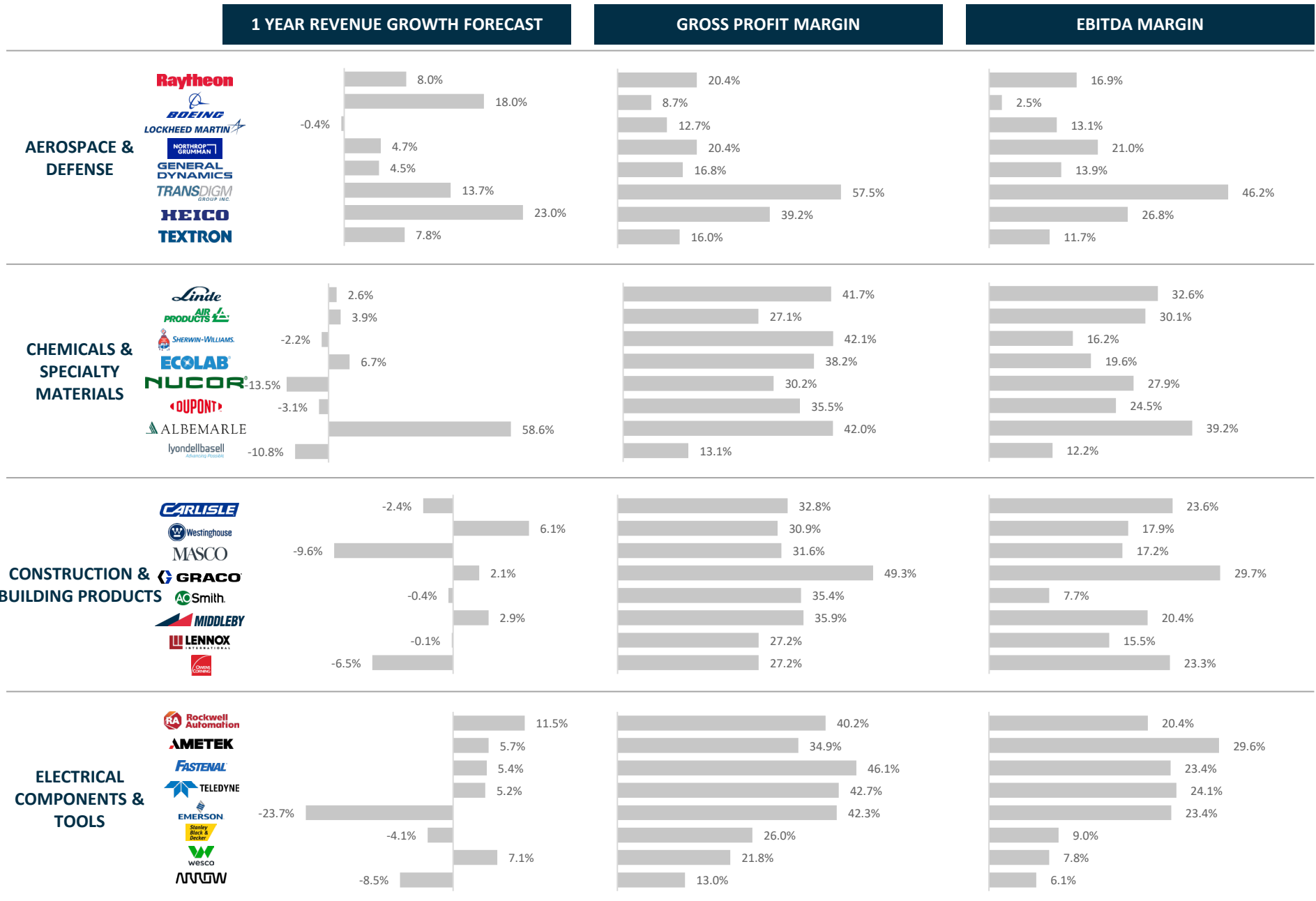


EBITDA MARGIN BY SECTOR

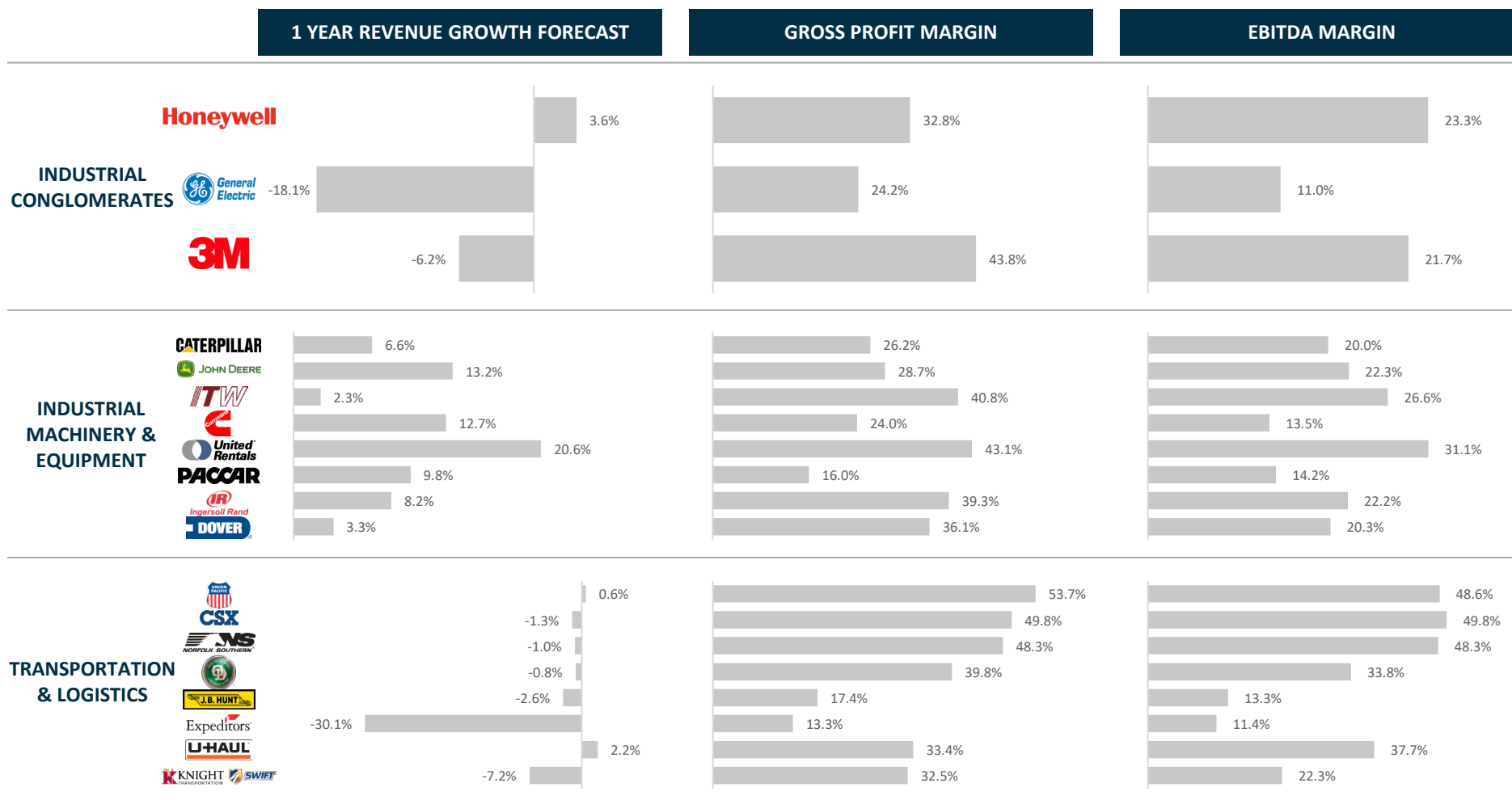


Source: Capital IQ

INDUSTRIAL PRODUCTS AND SERVICES PUBLIC COMPANY BENCHMARKING BY SECTOR



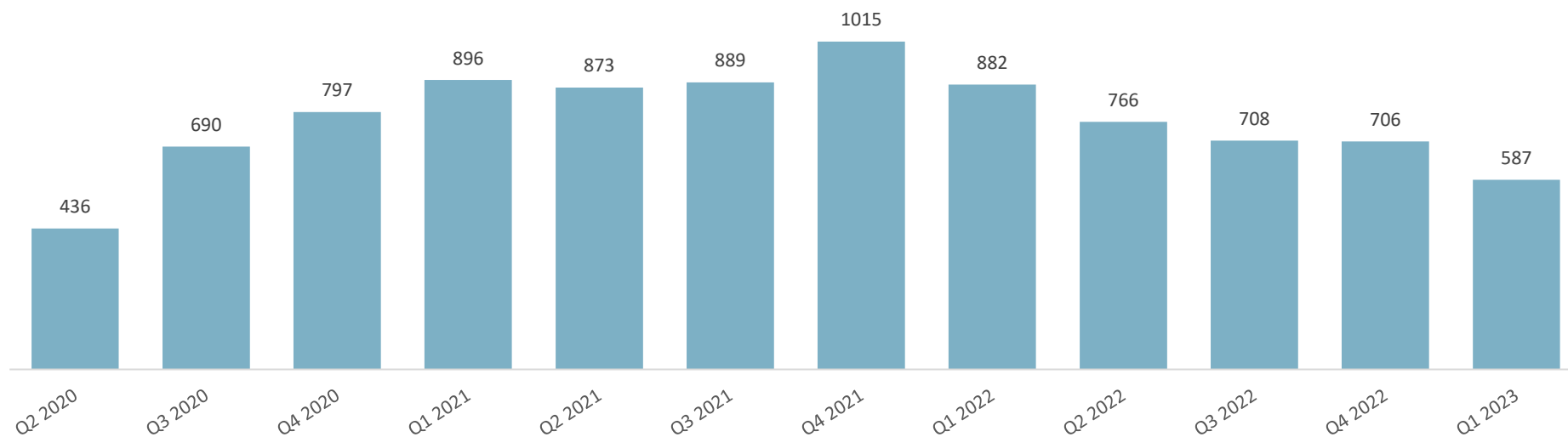
INDUSTRIAL PRODUCTS AND SERVICES PUBLIC COMPANY BENCHMARKING BY SECTOR (CONT'D)



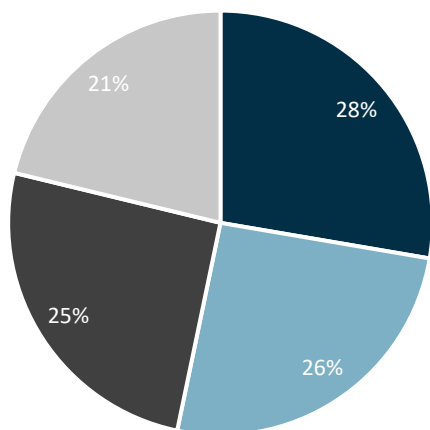
INDUSTRIAL PRODUCTS AND SERVICES M&A STATISTICS

Below is an overview of M&A volume by quarter for Industrial Products and Services

NUMBER OF INDUSTRIAL TRANSACTIONS BY QUARTER

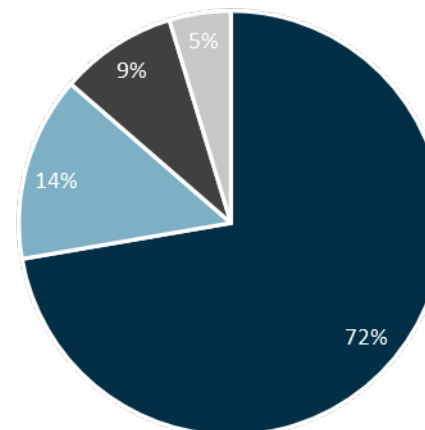


PERCENT OF TRANSACTION VOLUME COMPLETED BY QUARTER



■ Q2 2022 ■ Q3 2022 ■ Q4 2022 ■ Q1 2023

DISTRIBUTION OF TRANSACTIONS BY EV FOR PAST 3 YEARS¹



■ \$0-\$50M ■ \$51-\$250M ■ \$251-\$1,000M ■ \$1,000+M

SELECT RECENT INDUSTRIAL PRODUCTS AND SERVICES TRANSACTIONS

Announced Date	Target Name	Business Description	Acquirer
3/31/2023	HISCO, Inc.	HISCO, Inc. distributes and sells mission-critical materials for electronic assembly, automotive manufacturing, aerospace and defense, medical device manufacturing, and other industries.	Distribution Solutions Group, Inc.
3/30/2023	Digested Organics LLC	Digested Organics LLC designs, manufactures, and delivers filtration equipment.	Mott Corporation
3/30/2023	Kris-Way Truck Leasing, Inc.	Kris-Way Truck Leasing, Inc. operates as a transportation services company.	Penske Truck Leasing Co., L.P.
3/30/2023	SPEEDBIRD LLC	SPEEDBIRD LLC offers private air travel services.	Northern Jet Management, Inc.
3/29/2023	Oosterveld Heating & Air Conditioning Inc.	Oosterveld Heating & Air Conditioning Inc. provides installation, repair, and maintenance of air purifiers, air conditioners, hot water heaters, and fireplaces for residential and commercial customers.	Right Time Group Inc.
3/29/2023	Lazer Logistics, Inc	Lazer Logistics, Inc provides truck logistics service.	EQT AB (publ); EQT Infrastructure VI
3/29/2023	Thomas Skinner & Son Limited	Thomas Skinner & Son Limited distributes industrial metalworking equipment's such as CNC and conventional machine tools, cutting tools, and precision measuring instruments.	Regimen Equity Partners Inc.
3/29/2023	Triangle Landscape Supplies, Inc.	Triangle Landscape Supplies, Inc. engages in the distribution of hardscape products and landscape supplies.	SiteOne Landscape Supply, Inc.
3/29/2023	First Uranium Resources Ltd.	First Uranium Resources Ltd. engages in the acquisition, exploration, and evaluation of mineral resource properties in Canada and the United States.	Reefton Goldfields Inc.
3/29/2023	Northern Sound & Light, Inc.	Northern Sound & Light, Inc., also known as NSL, supplies sound, lighting, and production equipment for use in concert venues, schools, houses of worship, and live production houses.	AlarMax Distributors, Inc.
3/28/2023	Foundation Solar Partners LLC	Foundation Solar Partners LLC operates as an independent solar resource development company.	Birch Creek Energy, LLC
3/28/2023	Coval Vacuum Technology Inc.	Coval Vacuum Technology Inc. manufactures vacuum automation components and systems.	Piab AB
3/28/2023	Allied Oil & Supply, Inc.	Allied Oil & Supply, Inc. distributes lubricant products.	RelaDyne, Inc.
3/28/2023	Walker Brothers Machinery Moving, Inc.	Walker Brothers Machinery Moving, Inc. operates as a machinery moving company.	Omega Morgan, Inc.
3/27/2023	Lithionics Battery, LLC	Lithionics Battery, LLC design and manufacture energy storage systems.	Winnebago Industries, Inc.
3/27/2023	Arboles NC Incorporated	Arboles NC Incorporated, doing business as Appalachian Truss, designs, builds, and delivers floor and roof trusses, specialty hangers, and fasteners and veneer lumbers for the construction industry.	The Oxford Group Investments, Ltd.
3/27/2023	VoltaXplore Inc.	VoltaXplore Inc. produces and sells batteries for commercial vehicles and large transportation systems.	NanoXplore Inc.
3/27/2023	Tradewinds Mechanical, LLC	Tradewinds Mechanical, LLC offers HVAC-R services to commercial clients in the Las Vegas.	Sound Partners., LLC; Calico Group
3/27/2023	Cali From Above Inc.	Cali From Above Inc. manufactures and sales drones.	Innovation Nation Inc.
3/27/2023	Carolina Comfort Heating & Air Conditioning	Carolina Comfort Heating & Air Conditioning Service, Inc. provides air conditioning and heating equipment installation and other services to residential and commercial customers.	SEM Holdings, LLC
3/27/2023	Pure Planet Science & Technology, Inc.	Pure Planet Science & Technology, Inc. manufactures and supplies specialty pool chemicals.	Hasa, Inc.
3/27/2023	Tuscano-Maher Roofing Inc.	Tuscano-Maher Roofing Inc. provides roofing contracting services.	Tecta America Corporation
3/27/2023	JED Transportation	JED Transportation offers luxury transportation services for corporate customers, airline crews, sports teams, universities, and weddings.	The Hoffmann Family of Companies
3/27/2023	General Polymers Thermoplastic Materials LLC	General Polymers Thermoplastic Materials LLC manufactures and supplies thermoplastic and general polymer plastic.	Private Individual
3/24/2023	Sim Video International Inc.	Sim Video International Inc. supplies camera equipment.	Keslow Camera, Inc.
3/23/2023	Savannah Yacht Center Inc.	Savannah Yacht Center Inc. provides yacht repair and maintenance services.	Safe Harbor Marinas, LLC

ABOUT LAKESIDE PARTNERS



Lakeside Partners is a boutique investment bank specializing in M&A advisory services. We serve founder & family-owned businesses in the lower middle market by advising their owners through transactions. We leverage decades of experience and relationships to execute processes that unlock exceptional value.

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OUR INDUSTRY EXPERIENCE

