



LAKESIDE PARTNERS
MERGERS & ACQUISITIONS

**Q3 2023 Industrial Products and
Services Update**

October 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
Partner



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.

Industrial Capacity and Capacity Utilization

Federal Reserve

“Industrial production increased 0.3 percent in September and advanced at an annual rate of 2.5 percent in the third quarter. Manufacturing output rose 0.4 percent in September, the index for mining moved up 0.4 percent, and the index for utilities decreased 0.3 percent.”

Read the article [here](#)

Is Industrial Policy Making a Comeback?

Council on Foreign Relations

“Though employment has declined, the value of manufacturing output has risen over the past two decades, and the sector’s declining share of the economy is consistent with those of other advanced economies as service industries expand.”

Read the article [here](#)

Harnessing the Tectonic Shifts in Global Manufacturing

Boston Consulting Group

“US, Canada, and Western Europe, for example, offer reduced risk, shorter time to market, and strong operating conditions for companies that wish to regionalize their supply chains. Increasing prevalence of industry policy support in these countries—in such forms as the US’s Inflation Reduction Act—will further improve their cost competitiveness.”

Read the article [here](#)

DOD Is Taking Steps to Shore Up Industrial Workforce

U.S. DOD

“The industry over the next decade will require more than 4 million jobs to maintain sustainable throughput, and the current estimate says that if we cannot address the skills gap by 2030 we could be looking at over \$1 trillion in [gross domestic product] impact.”

Read the article [here](#)

Industrial equipment Sector Update

Baird

“Investors increasingly favoring industrial equipment stocks with demonstrated pricing power and demand inelasticity; “flight to quality” is the main theme in relative positioning.”

Read the article [here](#)

RECENT NOTABLE TRANSACTIONS

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



has been acquired by



Chase Corporation is a global manufacturer of specialty chemical products used for reliability applications; providing tapes, laminates, and coatings.

KKR is a leading alternative asset manager working across private equity buyouts, credit, real estate, infrastructure, and insurance.



has been acquired by



Argos is a growing multinational company, producer and distributor of cement, concrete, and aggregates.

Summit Materials is a vertically integrated materials-based company that supplies aggregates, cement, ready-mix concrete and asphalt in the U.S. and B.C. Canada.



has been acquired by

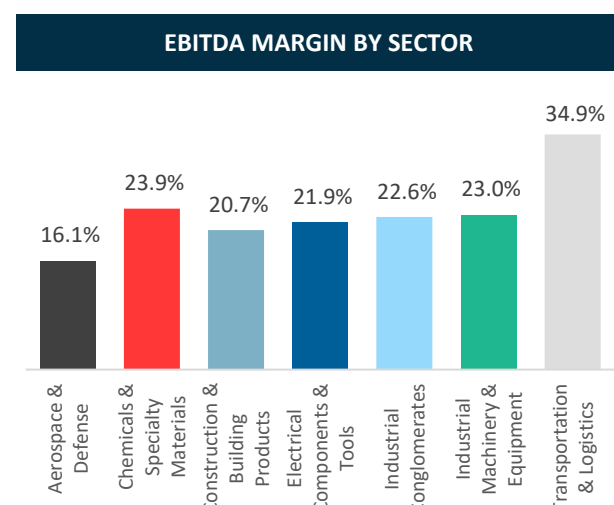
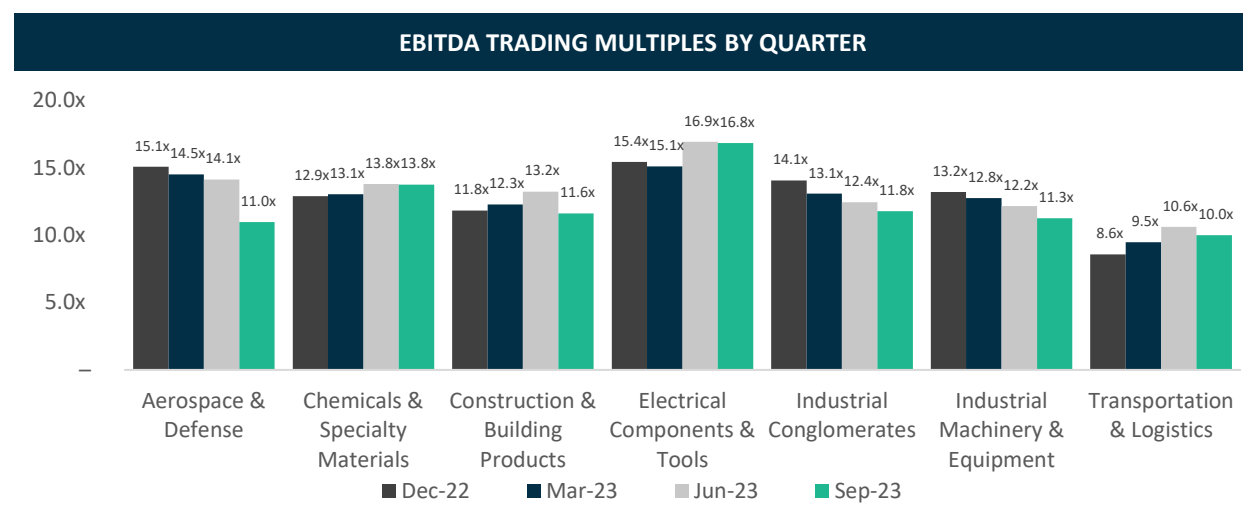
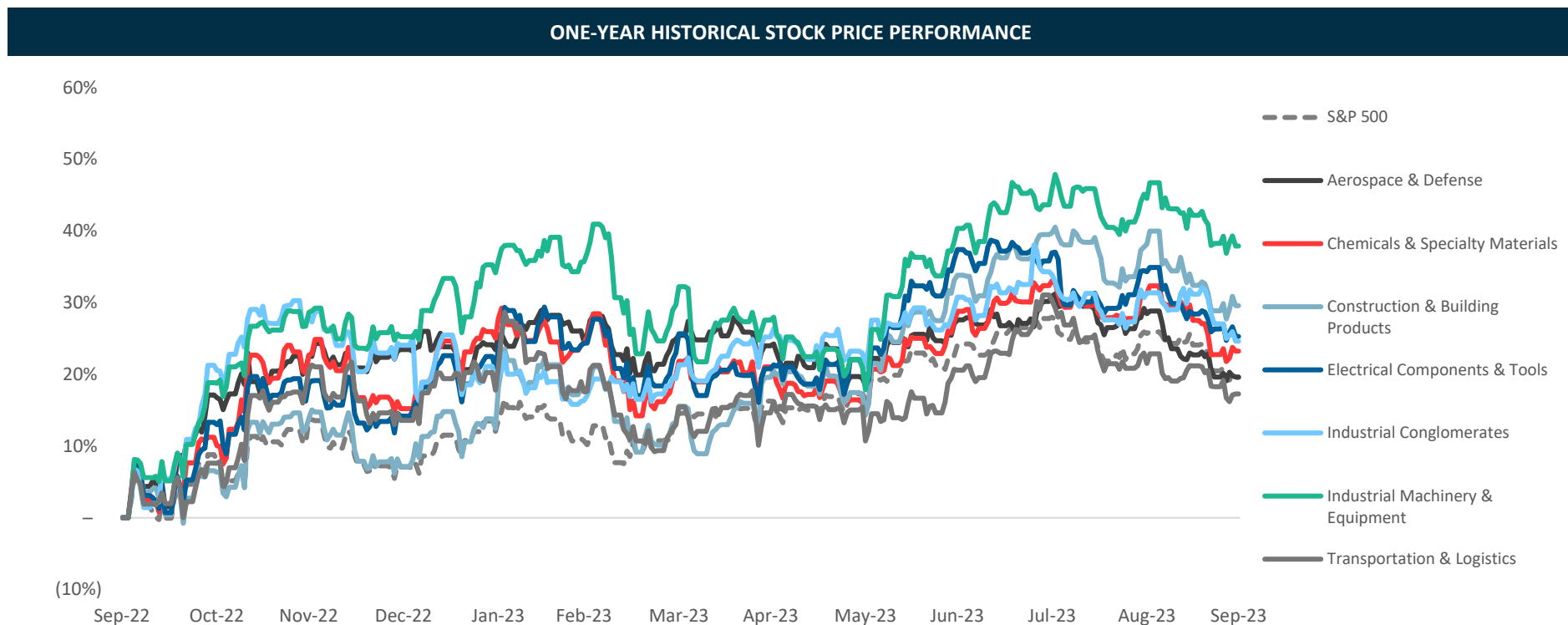


Ball Aerospace is a manufacturer of spacecraft, components, and instruments for the defense and intelligence community.

BAE Systems is a defense contractor and systems integrator. The Company provides defense, aerospace, and security solutions related to air, land, and maritime.

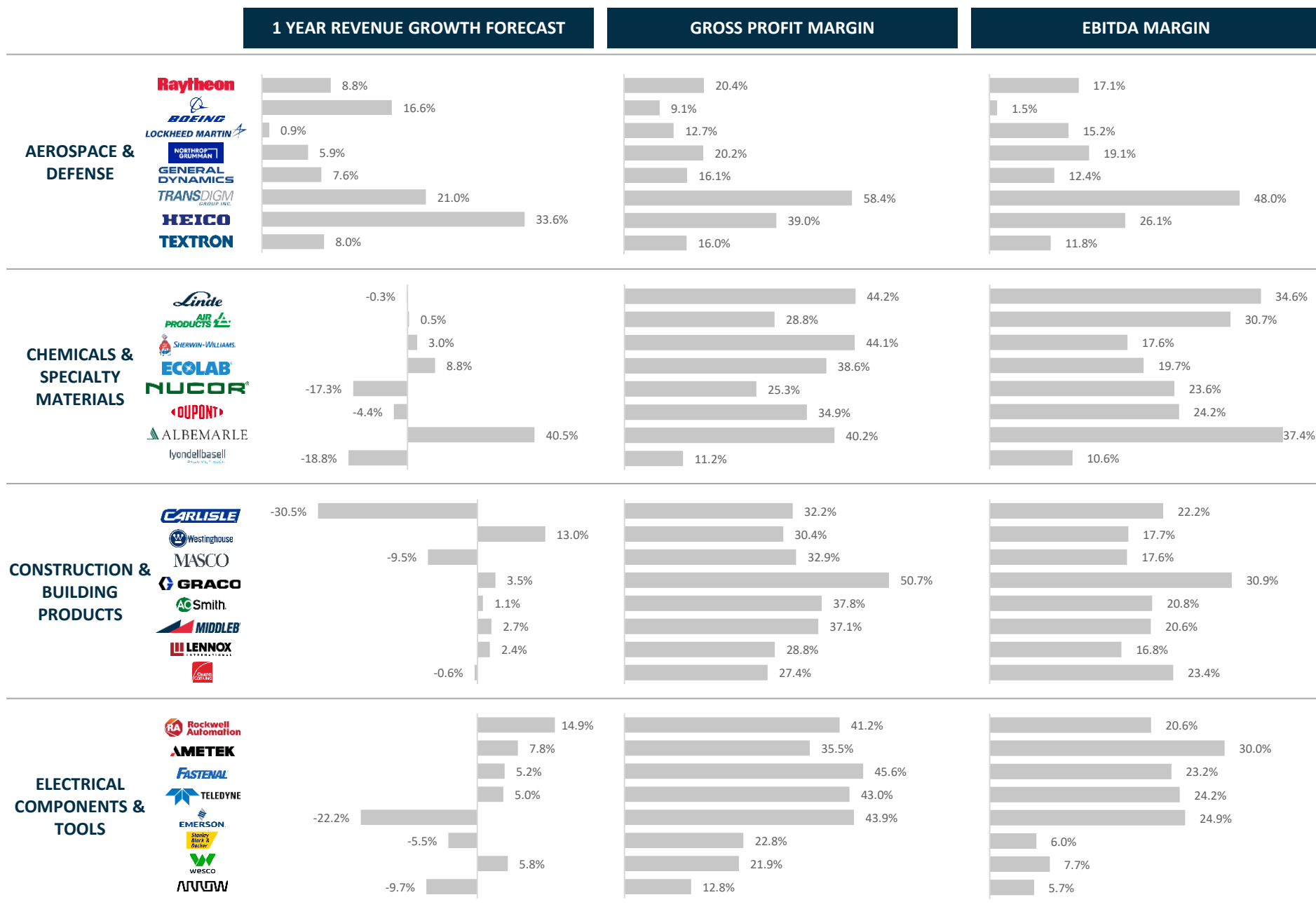
INDUSTRIAL PRODUCTS AND SERVICES PUBLIC COMPANY PERFORMANCE

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

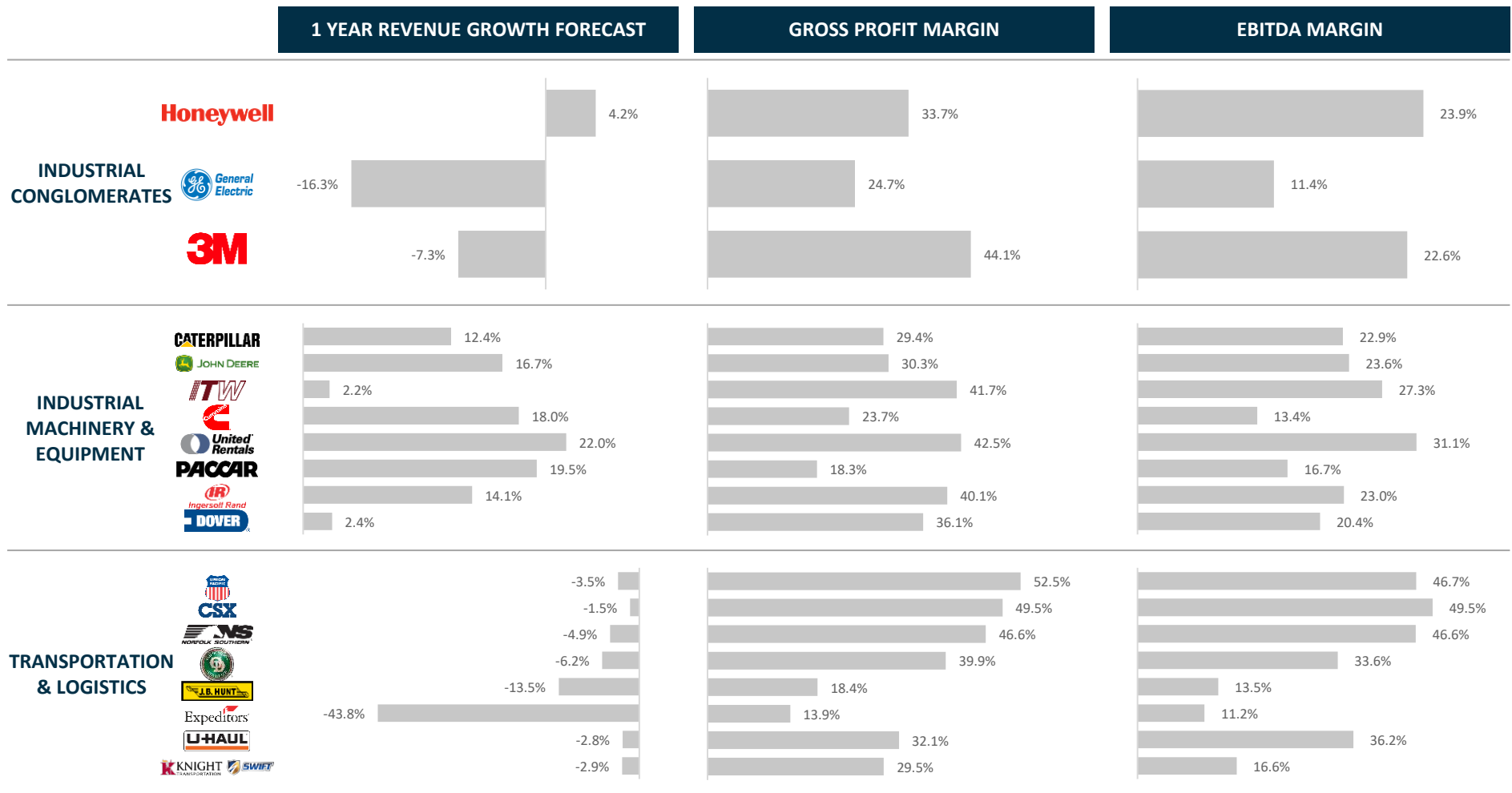


Source: Capital IQ

INDUSTRIAL PRODUCTS AND SERVICES PUBLIC COMPANY BENCHMARKING BY SECTOR

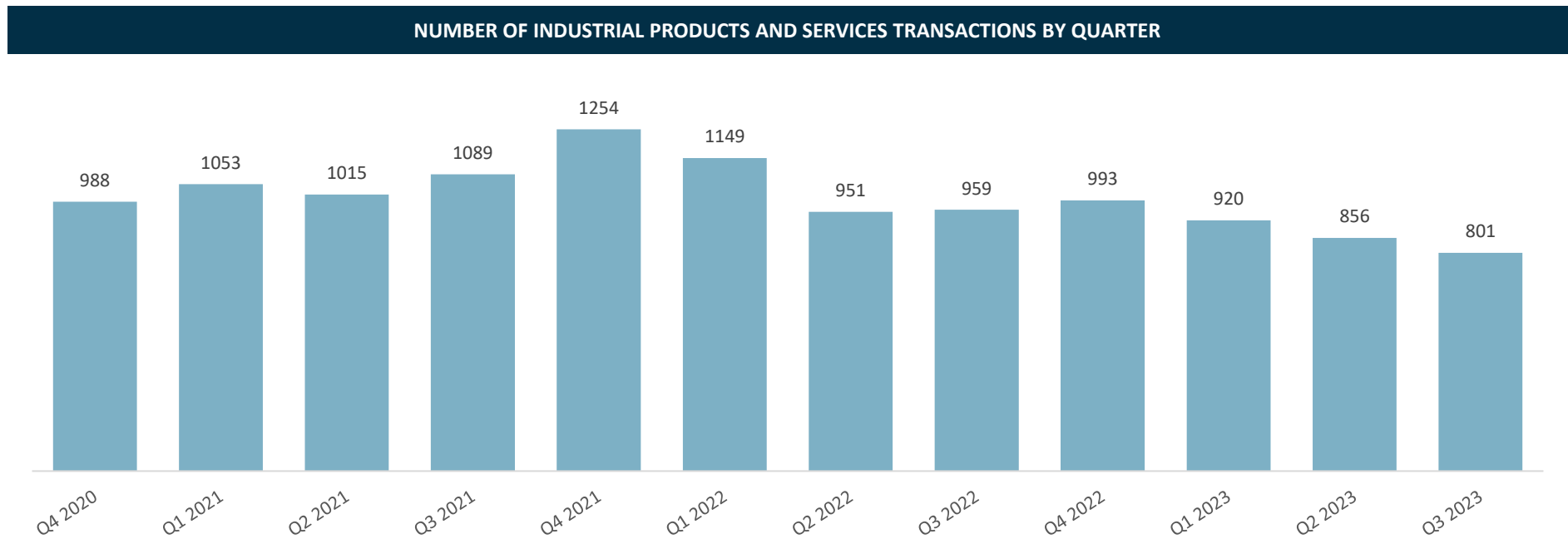


INDUSTRIAL PRODUCTS AND SERVICES PUBLIC COMPANY BENCHMARKING BY SECTOR (CONT'D)

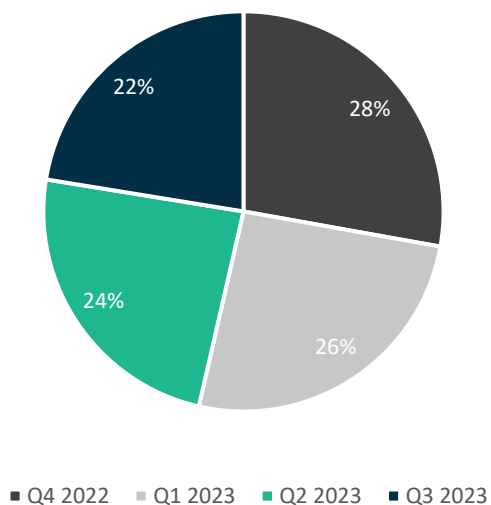


INDUSTRIAL PRODUCTS AND SERVICES M&A STATISTICS

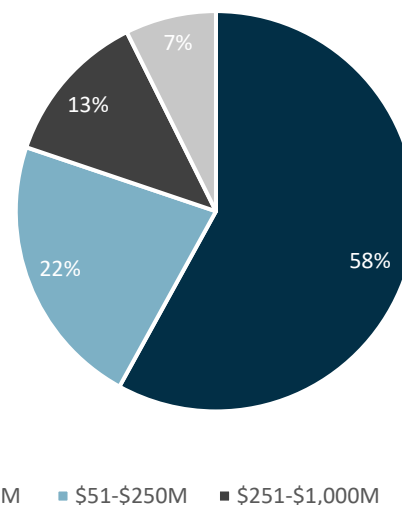
Below is an overview of M&A volume by quarter for Industrial Products and Services



PERCENT OF TRANSACTION VOLUME BY QUARTER FOR THE PAST YEAR



DISTRIBUTION OF TRANSACTIONS BY EV FOR PAST 3 YEARS¹



Source: Capital IQ

1. Only includes transactions with disclosed values

SELECT RECENT INDUSTRIAL PRODUCTS AND SERVICES TRANSACTIONS

Announced Date	Target Name	Business Description	Acquirer
9/28/2023	Texas City Operations of Eastman Chemical Co.	Eastman Chemical Company operates as a specialty materials company in the United States and internationally.	INEOS Acetyls Americas Limited
9/22/2023	Avidity Science, LLC	Avidity Science, LLC designs, manufactures, and supports animal watering, monitoring, and access control solutions.	ATS Corporation
9/21/2023	Athabasca Minerals Inc.	Athabasca Minerals Inc. develops and supplies aggregates and industrial minerals in Canada.	JMAC Energy Services LLC
9/7/2023	Argos USA Corporation	Argos USA Corporation manufactures and markets cement, ready-mix concrete, masonry, and block products.	Summit Materials, Inc.
9/5/2023	Select business of Gateway Supply Company, Inc.	Gateway Supply Company, Inc. distributes plumbing and HVAC products and accessories in South Carolina.	Watsco, Inc.
9/5/2023	Nitetrain Coach Company, Inc.	Nitetrain Coach Company, Inc. offers coach leasing and driver services for interstate transportation.	Encore Luxury Coach Leasing, LLC
8/30/2023	Heating & Cooling Products, Inc.	Heating & Cooling Products, Inc. manufactures heating, ventilation, and air conditioning (HVAC) products.	Smiths Group plc
8/30/2023	Bradley Corporation	Bradley Corporation designs, manufactures, and sells commercial plumbing fixtures and washroom accessories.	Watts Regulator Company
8/23/2023	Bigham Cable Construction, Inc.	Bigham Cable Construction, Inc. operates as a telecommunication cable construction company.	Dycom Industries, Inc.
8/23/2023	Brockway-Smith Company	Brockway-Smith Company, also known as BROSCO, distributes doors, windows, and millwork products to the independent lumberyards and home centers in the northeast.	Boise Cascade Building Materials Distribution, LLC
8/22/2023	Tomahawk Robotics, Inc.	Tomahawk Robotics, Inc. designs and develops robotic control systems to drive enterprise adoption of robotics.	AeroVironment, Inc.
8/17/2023	Ridout & Maybee LLP	Ridout & Maybee LLP is a research and consulting services company.	IPH Limited
8/17/2023	Ball Aerospace & Technologies Corp.	Ball Aerospace & Technologies Corp. develops and manufactures spacecraft, instruments and sensors, satellites, components, data exploitation systems, and RF solutions.	BAE Systems, Inc.
8/15/2023	Carbon Engineering Ltd.	Carbon Engineering Ltd. develops and commercializes a technology to capture carbon dioxide (CO2) directly from the atmosphere.	Oxy Low Carbon Ventures, LLC
8/10/2023	Omni Logistics, LLC	Omni Logistics, LLC operates as a third-party logistics provider that provides supply chain solutions for global clients.	Forward Air Corporation
8/7/2023	Veritiv Corporation	Veritiv Corporation operates as a business-to-business provider of value-added packaging products and services, facility solutions, and print based products and services.	Clayton, Dubilier & Rice, LLC
8/3/2023	CMY Solutions, LLC	CMY Solutions, LLC offers re-imagining, re-designing, and re-engineering services for electric utilities.	ICF International, Inc.
8/1/2023	M&M Transport Services, Inc.	M&M Transport Services, Inc. provides intra and inter state trucking and freight services.	Schneider National, Inc.
7/31/2023	FieldWise, LLC	FieldWise, LLC develops agricultural technology products with a focus on subscription-based, precision irrigation solutions.	Lindsay Corporation
7/27/2023	Specialty Products and Insulation LLC	Specialty Products and Insulation LLC operates as a distributor and fabricator of mechanical insulation and complementary products for commercial and industrial applications.	TopBuild Corp.
7/24/2023	Simply Storage Management, LLC	Simply Storage Management, LLC, doing business as Simply Self Storage LLC, operates a network of self-storage facilities.	Public Storage
7/24/2023	Bighorn Airways, Inc.	Bighorn Airways, Inc. provides on-demand aircraft and helicopter charter, aerial spraying, full fixed base operator (FBO) services, aircraft refueling, maintenance, avionics service, and contract services.	Bridger Aerospace Group Holdings, Inc.
7/21/2023	Chase Corporation	Chase Corporation, a specialty chemicals company, engages in the manufacture and sale of protective materials for various applications in North America, Asia, the Middle East, Europe, and internationally.	Kohlberg Kravis Roberts & Co. (KKR)
7/19/2023	Heritage-Crystal Clean, Inc.	Heritage-Crystal Clean, Inc. provides parts cleaning, hazardous and non-hazardous waste, and used oil collection services to small and mid-sized customers.	J.F. Lehman and Company, LLC
7/18/2023	Startek, Inc.	Startek, Inc., a business process outsourcing company, provides customer experience, digital transformation, and technology services in various markets.	Capital Square Partners
7/12/2023	Barry G Lawrence, Inc.	Barry G Lawrence, Inc. designs, manufactures, and sells composite hardware for sliding and hung windows to North American window fabricators.	Tyman plc

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

