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Harris Williams & Co. is pleased to announce the sale of IDQ Holdings, Inc. (IDQ), a portfolio company of Arsenal Capital Partners, to Castle Harlan. Harris Williams & Co. acted as the exclusive advisor to IDQ and the transaction was led by [Chris Williams](#), [Joe Conner](#), and [Doug Kinard](#) from the firm's Richmond office.

"Overall, this transaction represents a tremendous outcome for all parties involved," said Joe Conner, head of the firm's Transportation & Logistics Group. "IDQ is a terrific company with a long history of providing high-quality and easy-to-use air conditioning maintenance and repair solutions for the "Do-It-Yourself" (DIY) repair segment in the North American automotive aftermarket. The underlying market dynamics in IDQ's market segment as well as the broader automotive aftermarket are compelling and the primary reason we continue to see strong investment interest in the sector. We look forward to watching the continued success of the management team in its new partnership with Castle Harlan."

Harris Williams & Co. has been the leading U.S. advisor in the automotive aftermarket; the sale of IDQ represents the firm's eighteenth pure-play aftermarket deal, with other recent clients including marquee aftermarket names such as Meineke, BBB, Axiom, Slime, Yakima, WARN, FleetPride, and AAMCO Transmissions.

IDQ is the industry leader in DIY branded automotive aftermarket A/C products and has been providing innovative, value-added automotive aftermarket A/C solutions for over 30 years. IDQ's products include A/C recharge and retrofit kits, premium refrigerant blends, specialty chemicals, straight refrigerants, and a suite of complementary products that serve a critical role in the proper functioning of a vehicle's A/C system.

Arsenal Capital Partners is a New York-based private equity firm that invests in financial services, specialty industrial and healthcare companies. Arsenal Capital Partners makes investments in sectors where the firm has prior knowledge and experience, and works closely with management of acquired businesses to accelerate growth by leveraging Arsenal Capital Partners' operational improvement capabilities. Arsenal Capital Partners currently has \$800 million of committed equity capital.

Castle Harlan, founded in 1987, invests in controlling interests in the buyout and development of middle market companies in North America and Europe. Its team of 19 investment professionals has completed 50 acquisitions since its inception with a total value in excess of \$9 billion. Castle Harlan currently manages investment funds with equity commitments of \$2.5 billion. The firm traces its roots to the start of the institutionalized private equity business in the late 1960s.

Harris Williams & Co. is the premier middle market advisor with a two decade legacy of sell side excellence serving clients worldwide. The firm is focused exclusively on the middle market providing sell side and acquisition advisory, restructuring advisory, board advisory, private placements and capital markets advisory services. The firm's Transportation & Logistics (T&L) Group serves companies in a broad range of attractive niches, including the automotive and heavy-duty truck aftermarket, third-party logistics (3PL), rail products and services, air services, and specialized transportation service providers. For more information, please call Joe Conner at (804) 648-0072 or visit www.harriswilliams.com.

Investment banking services are provided by Harris Williams LLC, a registered broker-dealer and member of FINRA and SIPC, and Harris Williams & Co. Ltd, an Appointed

Representative of Sturgeon Ventures LLP, which is authorised and regulated by the FSA (FRN # 452811). Harris Williams & Co. is a trade name under which Harris Williams LLC and Harris Williams & Co. Ltd conduct business in the U.S. and Europe, respectively.

For general inquiries, please contact our Richmond office at 804-648-0072.