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Eric G. Reimers  
Christopher Rogers  
Geoffrey Smith  
Matt White

**New Business**

**Development**  
Henry Hissrich  
William Watkins

**Richmond Office**

Phone (804) 648-0072  
Fax (804) 648-0073

**San Francisco Office**

Phone (415) 288-4260  
Fax (415) 288-4269

**Boston Office**

Phone (617) 482-7501  
Fax (617) 482-7503

**Philadelphia Office**

Phone (267) 675-5900  
Fax (267) 675-5901

**Minneapolis Office**

Phone (612) 359-2700  
Fax (612) 359-2701

**Cleveland Office**

Phone: (216) 689-2400  
Fax: (216) 689-2401

**Harris Williams & Co.**  
middle market®

## Strategic Buyers Remain Active

Despite difficult market conditions, Harris Williams & Co. continues to demonstrate superior access to strategic buyers. Since July of 2008, we have sold approximately 50% of our client companies to strategic buyers. In addition, more than 30% of those strategic buyers have been international.

### Select Transactions Sold to Strategic Buyers since July 2008

- The sale of Hawker Beechcraft Corporation's Fuel and Line Service Operations to international strategic buyer BBA Aviation.
- The sale of Utility Service Company, Inc. to international strategic buyer SUEZ Environment North America.
- The sale of ConsoliDent, Inc. to strategic buyer Great Expressions Dental Centers.
- The sale of The Cortland Companies to strategic buyer Actuant Corporation.
- The acquisition of Maaco Franchising, Inc. by Driven Brands, Inc.
- The sale of NORESKO to strategic buyer Carrier Corporation.
- The sale of Hardigg Industries, Inc. to strategic buyer Pelican Products, Inc.
- The sale of Dolphin Imaging and Management Solutions to strategic buyer Patterson Companies, Inc.
- The sale of the Quality Pavement Repair Division of Lafarge S.A. to strategic buyer The QUIKRETE® Companies, Inc.
- The sale of the Atlantic Canada Asphalt and Paving Division of Lafarge S.A. to strategic buyer Municipal Group of Companies
- The sale of the Eastern Canada Asphalt and Paving Operations of Lafarge S.A. to strategic buyer Coco Paving, Inc



Harris Williams & Co. is one of the largest mergers and acquisitions advisory firms in the country focused exclusively on the middle market. Harris Williams & Co. represents private equity groups as well as publicly and privately held companies worldwide. For more information about Harris Williams & Co., please visit [www.harriswilliams.com](http://www.harriswilliams.com).

Merger and acquisition services are provided by Harris Williams LLC, a registered broker-dealer and member [FINRA](#) and [SIPC](#). Harris Williams & Co. is the trade name under which Harris Williams LLC conducts its business

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