



HVAC and Plumbing Supply Distribution

Overview

A highly regarded and well-funded private equity firm is seeking to partner with a founder or family owned distributor of HVAC and/or plumbing equipment and supplies.

The firm seeks to acquire a minority or majority equity position in the company and to play an active role in board level strategy in partnership with existing ownership. The firm will tailor its investment to ensure a capital structure and investment horizon that fully aligns with the objectives of existing ownership and management.

Investment Criteria

Specific criteria for investment are as follows:

- Products may include
 - HVAC parts & equipment
 - Plumbing supplies
 - Related equipment and supplies sold primarily to heating and plumbing contractors
- Ownership
 - Founder, family, or employee owned
- Geography
 - Continental United States or Canada
- Size
 - Enterprise value between \$30 million and \$300 million
 - Smaller companies will also be considered as potential future acquisitions

Transaction Structure

- Minority or majority recapitalization, providing a partial liquidity event for existing ownership and/or to meet other current or future capital needs of the business
- Material ongoing economic participation by existing owners or management

Contact

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