

# ALCON PARTNERS

## Roofing Product Distributors

### Overview

A well funded private equity firm is seeking investments in or acquisitions of companies that distribute roofing products to independent roofing contractors.

The firm is looking to build out a large national distribution platform with significant economies of scale through add-on acquisitions. An ideal target company will already be a significant player in one or more geographic regions, but which can benefit from further rapid expansion.

The firm seeks to partner with existing ownership and management but is prepared to play an active role in board level strategy and m&a activities.

### Investment Criteria

- Services
  - Distribution of roofing products
  - Prefer a focus on residential applications, but commercial applications acceptable
  - Broad customer base of independent roofing contractor
- Geography
  - Continental United States or Canada
  - Preference for companies in the southwest or southeast US
- Size
  - Revenue over \$20m
- Other Consideration
  - Preference for a distributor that holds a large share of one or more geographic market

### Deal Structure

- Acquisition, with opportunity for the business owner to retain equity in the roll-up

### Contact

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