

Sur-Seal is Acquired by Capital Partners

Deal Highlights

- IMAP partner firm Amherst Partners advised Sur-Seal, a leading supplier of custom designed sealing solutions, on its sale to Capital Partners.
- The shareholders, second generation family owners, wanted the Company to enter its next chapter of ownership and find a well capitalized buyer to help Sur-Seal realize new areas of growth.
- Capital Partners, a Connecticut-based private equity firm founded in 1982, was the perfect partner for Sur-Seal. Along with their experience in the industry, having made over 80 acquisitions, they have the resources required to support the rapid growth of the Company, including investing in people, equipment and the development of additional capabilities.
- Sur-Seal and Capital Partners are committed to taking care of their people, supporting the next chapter of growth and continuing the family owners' legacy.



Market Outlook

- The largest end-market, Lighting & Electronics, has significant growth potential as a result of the increase in LED market share and continued supplier consolidation.
- The Heating & Cooling market also offers many opportunities for growth due to the development of new heating and cooling technologies; specifically, the penetration of new, energy efficient products in both the residential and commercial markets.
- M&A has been a strong trend in the industrial products sector, presenting significant opportunities for IMAP, both in the U.S. and internationally.

Valuation Summary

- Assets in this sector have achieved premium valuations in the current market; Amherst Partners was able to maintain competitive tension and achieve a fair market value during the sale process.

IMAP Approach

- IMAP partner firm Amherst Partners acted as exclusive financial advisor to Sur-Seal and its shareholders in this transaction.
- Both strategic and financial buyers were contacted, leading to considerable interest in the Company from investors impressed by its broad array of products, diverse customer base, strong end-market fundamentals and experienced management team.
- Knowledge of the sector and potential buyer landscape, along with regular contact with all the buyers in order to properly vet them and understand their acquisition rationale, ensured Sur-Seal achieved a successful outcome at a fair market value.

Client Comment

Larry Faist, President, Sur-Seal

“We are extremely happy with the result of this transaction and Amherst Partners’ professional performance throughout the sale process. With their assistance, we secured a fair price and a strategic partner that will enable us to realize new areas of growth, whilst continuing the legacy of the family owners.”

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IMAP has closed 83 transactions in the Industrials sector since 2015

<p>INDUSTRIALS</p> <p>Acquired 100% of Business Operations</p> <p>IMAP</p> <p>ADVISED ON SALE OF COMPANY</p>	<p>INDUSTRIALS</p> <p>Acquired 100% of Business Operations</p> <p>IMAP</p> <p>ADVISED ON SALE OF COMPANY</p>	<p>INDUSTRIALS</p> <p>Acquired 100% of Business Operations</p> <p>IMAP</p> <p>ADVISED ON SALE OF COMPANY</p>	<p>INDUSTRIALS</p> <p>Acquired 100% of Business Operations</p> <p>IMAP</p> <p>ADVISED ON SALE OF COMPANY</p>	<p>INDUSTRIALS</p> <p>Acquired 100% of Business Operations</p> <p>IMAP</p> <p>ADVISED ON SALE OF COMPANY</p>
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IMAP is an International Mergers and Acquisitions Partnership with more than 350 M&A advisors and a presence in 39 countries. IMAP has closed over 2,100 transactions valued at \$90 billion in the last 10 years and is consistently ranked among the world’s top ten M&A advisors for mid-market transactions (Thomson Reuters). IMAP advises primarily mid-sized companies and their shareholders on sales and acquisitions on a global scale, providing clients with entrepreneurial, unbiased advice and successfully helping them achieve their objectives.