



LOGISTICS

Deal flash, October 2018

DISTRIBUTOR OF SPECIALTY CONSTRUCTION PRODUCTS ATTRACTS FINANCIAL PARTNER

Deal snapshot

- The shareholders of Coastal Construction Products, LLC (CCP) have joined with a financial partner, Supply Chain Equity Partners (Supply Chain), which will enable CCP to become a national leader in the construction distribution space.
- CCP is one of the largest independent distributors of caulking and sealants, waterproofing, and concrete restoration materials in the US, and has 14 locations throughout the southeastern United States. The company also exports to the Caribbean and Central America, and offers online purchasing options to its customer base. CCP was founded in the 1970s by William Harrell and Skip Allcorn in Jacksonville, Florida.
- Supply Chain is the only private equity firm in the world that focuses exclusively on the distribution industry. It acquires and invests solely in wholesale distributors and related logistics companies that are a critical link in the supply chain, regardless of sub-sector.



What our client said



Martin S. Harrell, CEO Coastal Construction Products, LLC, USA

"From the moment the team in Jacksonville became involved with our company, they dove in and provided thoughtful, tailored advice that resulted in an outcome that exceeded our expectations."

Our role in the transaction

Oaklins' team in Jacksonville acted as intermediary and financial advisor to the seller in this transaction.



Market trends and deal drivers

- The construction products segment has seen a consolidation in the industry through recent transactions by Beacon Roofing and HD Supply.
- The economic and housing market conditions in the southeastern United States and Caribbean regions continue to show strong demand.
- The niche in which CCP operates is a must-have product for both new construction, and repair and renovation projects, which limits its exposure to economic changes.

M&A valuation aspects

- As the largest independent distributor in the waterproofing and restoration specialty construction products segment, CCP provides an attractive platform for organic and M&A growth opportunities.
- Financial partners were attracted to a proven, experienced, motivated and young management team, with a clear growth strategy to become a national distributor.

Oaklins industry specialist



✉ **Don Wiggins**, Practice Leader Logistics, Oaklins, USA

Don has extensive experience in the industry. He provides strategic consulting, exit advice, and sell-side and buy-side transaction services to logistics clients, including distribution, storage, trucking, moving, rail, local delivery and logistics technology. Don has completed significant transactions for a wide variety of logistics companies with both strategic and private equity acquirors. In addition, he has provided strategic advice, valuation and related services to more than 200 logistics companies over more than 30 years. Notable clients he has worked with include Drummac Inc., Atlantic Quality Parts and Custom Wholesale Floors.

OAKLINS HAS CLOSED 135 DEALS IN LOGISTICS

Oaklins is the world's most experienced mid-market M&A advisor, with 700 professionals globally and dedicated industry teams in 40 countries worldwide. We have closed over 1,500 transactions in the past five years.