

## Press Release

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# FOCUS

Investment Banking

### **FOR IMMEDIATE RELEASE**

## **FOCUS Investment Banking Represents Herb's Paint & Body in its Sale to Caliber Collision**

Washington, DC, (August 2, 2019) – FOCUS Investment Banking, a national middle market investment banking firm providing merger, acquisition, divestiture, and corporate finance services, with a specialty in the automotive services sector, announced today that Herb's Paint & Body of Dallas, TX has been acquired by Caliber Collision. FOCUS represented Herb's Paint & Body in this transaction.

Operating eight centers in the Dallas / Fort Worth markets, Herb's has been a premier provider for collision repair services for more than 60 years. The company was founded by Herb Walne at his Humble Oil (now Exxon) service station at Northwest Highway and Easton Road in Northeast Dallas. Herb's Paint & Body quickly grew into a family of auto repair businesses famous for superior customer service and commitment to the communities they served. Herb's son, Alan, is the company's Chairman and CEO, and his son, Robert (Herb's grandson) is President and COO.

"I chose to engage with the team at FOCUS due to their depth of experience in leading successful collision repair transactions, knowledge of the industry and potential acquirers. In the end, we felt that Caliber was the closest match with our culture and the best fit for our organization," said Alan Walne. Caliber now operates more than 1,100 centers in 37 states, including 51 in the Dallas / Fort Worth region.

FOCUS Managing Director Nancy Rolland stated, "The Walnes have successfully grown their organization and legacy by continually focusing on their team members and customer satisfaction. Their premier reputation and workmanship were important considerations for Caliber. We are proud to have been trusted to effectively manage the process for them."

*\*These testimonials may not be representative of the experience of all clients; testimonials are not a guarantee of future performance or success.*

### **About FOCUS Investment Banking**

With more than three decades of experience, FOCUS Investment Banking is a trusted name in middle market M&A advisory services worldwide. FOCUS works to understand each client's strategic and financial objectives, craft the best plan to achieve these goals, and deliver success. Whether helping to sell, buy, or raise capital, FOCUS strives to maximize the value of every transaction to the benefit of its clients.

The Automotive Group of FOCUS Investment Banking is dedicated to advising and representing clients in the automotive industry including collision and mechanical repairers, paint and parts distributors, tire and service centers, dealerships and related vendors. Securities transactions conducted by FOCUS Securities LLC, an affiliated company, registered Broker Dealer member FINRA/SIPC. For more information, visit [www.focusbankers.com/automotive](http://www.focusbankers.com/automotive). Contact [michael.mcgregor@focusbankers.com](mailto:michael.mcgregor@focusbankers.com) or [nancy.rolland@focusbankers.com](mailto:nancy.rolland@focusbankers.com)