



FOCUS Investment Banking Represents Hess Broadband in its Acquisition by TriStruX

FOCUS
Investment Banking


This announcement appears as a matter of record only.




has been acquired by



a portfolio company of



The undersigned initiated this transaction, assisted in the negotiations, and acted as financial advisor to Hess Broadband, Inc.



Washington, DC, (October 20, 2022) – FOCUS Investment Banking (“FOCUS”), a national middle market investment banking firm providing merger, acquisition, divestiture and corporate finance services, announced today that [Hess Broadband, Inc.](#) (“Hess”), a provider of fiber optic splicing and specialty construction services in the greater Philadelphia area, has been acquired by TriStruX, LLC (“TriStruX”), a portfolio company of Huron Capital. FOCUS partnered with Delancey Street Partners, LLC (“DSP”) in advising Hess on the transaction.

Hess has been providing high quality fiber optic splicing services to customers since 2005. Under the leadership of brothers Fran and Dave Hess, the company expanded its service offerings in 2008 to also include fiber optic construction services. The company’s customers consist primarily of national fiber network operators with a presence in Pennsylvania, New Jersey and/or Delaware. Fran and Dave Hess will remain with the business in an executive leadership role and will continue to have a minority equity position in the combined company going forward.

“Hess has built a successful business and we are well-positioned for future growth,” said Fran Hess, President of Hess. “In order to take full advantage of these opportunities, Dave and I felt that the time was right to bring in a partner to help the company continue its growth trajectory. Our cultural alignment, common vision for value creation and potential synergies make TriStruX a natural fit, and we are excited to begin the next chapter of the Hess story. We very much appreciate the assistance of the combined FOCUS and DSP team. Their efforts were instrumental in bringing about a successful transaction.”

“Our first add-on for this growing platform brings talented founders and a highly capable leadership team to TriStruX,” said Tony Pulice, Partner with Huron Capital. “We’re excited to continue expanding TriStruX’s offerings into new geographies, and we know Hess represents a critical opportunity to accelerate our value creation plan for the company.” Randall P. Muench, CEO of TriStruX, added “We’re looking for founders and entrepreneurs who align with our vision and can help extend our business’ capabilities – and this is exactly what Hess will do for TriStruX’s service offerings.”

About Hess Broadband

Located in Warwick, PA, [Hess](#) provides fiber optic splicing and specialty construction services for communications network operators. Hess primarily serves clients in Pennsylvania, New Jersey and Delaware. The company has grown steadily since its founding in 2005, and is currently a leading provider of splicing and construction services in the greater Philadelphia area.

About TriStruX

TriStruX, LLC provides comprehensive turnkey telecommunications service solutions across the continental United States. Our mission is to provide the highest level of quality and excellence as a turnkey solution provider, building telecommunications infrastructure (5G, fiber installation, macro tower services, DAS) in our key markets. As a national, scaled service provider, we successfully compete in the telecommunications, power/electrical, utility, venue and regional / state / local government space. In 2020, the principals of Telcom Engineering Group (founded in 1991), Leone Electrical Company (founded in 1977) and High Point Utility merged their business to create TriStruX.

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. Whether helping to sell, buy, or raise capital, FOCUS strives to maximize the value of every transaction for the benefit of its clients. Securities transactions conducted by FOCUS Securities LLC, an affiliated company, registered Broker Dealer member FINRA/SIPC. For more information, visit www.focusbankers.com.

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