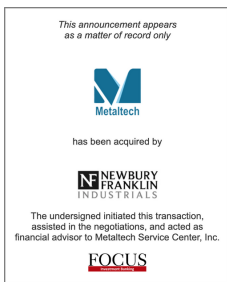


## METALTECH SERVICE CENTER, INC. CASE STUDY

### Metaltech has been acquired by NFI

### PROCESS & OVERVIEW

Metaltech Service Center, Inc. ("Metaltech") is a hybrid metal service center and value-add processor headquartered in Houston. Metaltech has an outstanding business operation and its reputation for being a premier provider of metal supply solutions is the direct result of the hard work and diligence that its tight-knit group of employees has provided to customers over the years. FOCUS was hired to prepare the company and its related real estate for sale, provide targeted outreach, and negotiate definitive agreements. The full auction process included over 250 prospective buyers in the metalworking industry and resulted in 37 signed NDAs and 4 indications of interest. Metaltech CEO Brad Koenig and Managing Partners Bill McCann and Greg Rayburn carefully selected the new owner of Metaltech and have the utmost confidence that it will carry on the legacy, culture, and values that have been cultivated and maintained over the years.



**Highly Targeted  
Outreach**



**Multiple Offers**

### AT A GLANCE

#### **Metaltech Service Center, Inc.**

- Headquartered in Houston
- Hybrid metal service center and value-add processor
- Metalworking customers servicing end-markets including oil & gas, specialty chemicals, and power generation

**Sell-Side Transaction Info**  
**EBITDA & Revenue are not disclosed**

### TRANSACTION RESULTS

The buyer, Newbury Franklin Industrials ("NFI"), is a diversified industrial components distributor and specialty manufacturer of consumable industrial and commercial products. Because of the foundation that Metaltech has developed, the new owner is extremely excited to leverage Metaltech's capabilities and expertise to continue growing and developing in the metal supply solutions market. NFI's leadership team has extensive experience in company acquisitions and has an impeccable track record of preserving the cultures they inherit while conducting themselves with the utmost integrity. Brad Koenig will continue to serve as the CEO of Metaltech, working with NFI's executive team to execute its growth strategies and continue Metaltech's singular focus on customer service.

### NEXT STEPS

FOCUS Investment Banking offers an investment banking process designed to deliver great outcomes to clients embarking on the most important and complex transactions of their lives.

To learn more about our Advanced Manufacturing investment banking services or to discuss your specific situation with no obligation please feel free to call:

**Jorge Maceyras**  
**Managing Director**  
**Direct: 202-643-2569**

**John Slater**  
**Senior Advisor**  
**Direct: 901-230-5062**

We are happy to share our knowledge and help you understand your options. All conversations are strictly confidential.

### TESTIMONIALS

"The team at FOCUS provided us with the help and guidance that was instrumental throughout this transaction process. By far you are the best investment banking team that I have ever worked with."

**Brad Koenig**  
Metaltech, CEO

"We now know we picked the right team to handle our hopes of bringing a positive and upper target deal to the table for us. All of your team had the objective in sight and executed with professionalism and commitment to the process. Thank you for extra effort displayed and behind the scenes. Would highly recommend this group to any future sellers!"

**Greg Rayburn**  
Metaltech, Managing Partner