

## CAPITAL PAINT CASE STUDY

Capital Paint has been acquired by Wesco

### PROCESS & OVERVIEW

Capital Paint and Refinish, LLC ("Capital"), a premier source for automotive paint and supplies across Texas, Louisiana, and Colorado, has been acquired by Wesco Group, LLC ("Wesco"), a leading paint, body, and equipment distributor in the U.S. and Canada.

Capital Paint was founded in May 2015 by Todd Kinsel and his two brothers, Craig and Scott. Since its inception Todd and the team have continued to grow Capital aggressively and expanded to eleven locations in Texas, Louisiana and Colorado.



100+ Potential Buyers



Multiple Offers



6-month Transaction Process

### TRANSACTION RESULTS

The combined Wesco Group, which includes Wesco, Color Compass, Kemperle, and now Capital, makes it one of the largest privately-held paint and body equipment (PBE) distributors in North America, servicing customers from more than 130 stores, 13 distribution centers, 12 equipment divisions, and 11 training centers. Wesco is a very well run company that has been growing very strategically and thoughtfully. The acquisition of Capital Paint will continue to put Wesco at the head of the pack in the automotive refinish distribution market

### ADDITIONAL INFORMATION

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 Automotive Aftermarket investment banking services or to discuss your specific situation with no obligation please feel free to call:

**Nancy Rolland**  
Managing Director  
Direct: 704-369-5900

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



### AT A GLANCE

#### Capital Paint and Refinish, LLC

- Founded in May 2015
- Family-owned business
- Expanded to eleven locations in Texas, Louisiana and Colorado
- Source for automotive paint and supplies

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

### TESTIMONIALS

"Capital Paint joined Wesco because of their nationwide footprint, great products, service, and support. Service and support will remain the focus to give our customers the best chance for success in the collision industry."

**Todd Kinsel**  
Capital Paint, Co-Founder

"We are excited to welcome Capital's customers and great team to the Wesco organization. We admire their philosophy of being an organization that is driven to provide value to customers they serve. This connects our footprint to become the premier distributor coast to coast."

**Lloyd White**  
Wesco, CEO