

## CASE STUDY

# Richardson Saw & Lawnmower Acquired by Graycliff Partners

## ABOUT US

Combining more than 40 years of M&A advisory experience, FOCUS Investment Banking drives results for middle market clients across 11 coverage groups. With over 50+ professionals, FOCUS boasts a nationwide footprint and access to foreign markets through 36 global partnerships.



has been acquired by



## Process & Overview

Richardson Saw & Lawnmower, a Dallas-based leader in outdoor power equipment sales and services, has been acquired by Graycliff Partners, a New York-based private equity firm. Founded in 1968, Richardson has earned a reputation for high-quality products, parts, and repair services, partnering with leading brands such as Stihl, Honda, Toro, and Echo.

As a second-generation, family-owned business, Richardson engaged FOCUS to find a strategic partner that would respect its legacy while providing the capital and operational expertise to fuel future growth. FOCUS served as the exclusive financial advisor throughout the transaction, identifying Graycliff Partners as the ideal fit.

*"When we decided to sell, we interviewed three brokers. FOCUS told us exactly what they could deliver—and they delivered spot on. Anna and Barry were fantastic—always available for a call or Zoom meeting, and they walked us through every step of the process so we knew what to expect. Everything unfolded exactly as they said it would. You could tell they had done this countless times before. Their experience and strategic approach gave us complete confidence from start to finish. We're also excited to partner with the Graycliff team—they fit our company culture from the outset and bring the knowledge and experience that will be integral to taking Richardson Saw to the next level."*

**James Poen, Second-Generation Owner, Richardson Saw & Lawnmower**

## Transaction Results

FOCUS ran a competitive process that included both strategic and financial acquirers that resulted in numerous interested parties. Richardson ultimately selected Graycliff Partners as their investment partner because of their shared vision for expansion of the organization. The acquisition will support Richardson's continued growth through geographic expansion and operational improvements while preserving the company's reputation for service excellence. With Graycliff's backing, Richardson is well-positioned to scale into a leading regional platform in the outdoor power equipment sector.

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