



**CHARTER**  
*Capital Partners*

**Q2**  
**2024**

M&A Insights  
**Industrial  
Manufacturing**

# Industrial Manufacturing Industry Update

## Industrial Manufacturing Team

### Overview

Charter Capital Partners has extensive transaction experience in the Industrial Manufacturing sector

### Meet The Team



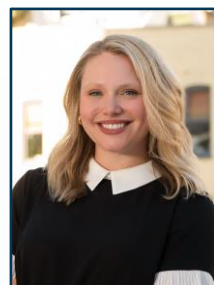
**Mike Brown**  
Partner and  
Managing Director  
*Industrial Manufacturing  
Practice Lead*



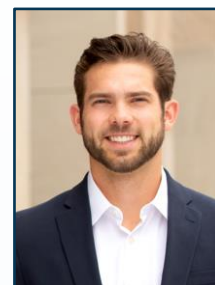
**Mark Streekstra**  
Partner and  
Managing Director



**Zach Wiersma**  
Director



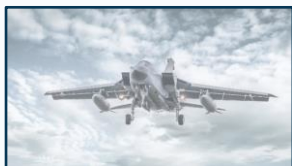
**Elisa Berger**  
Vice President  
*Industrial Manufacturing  
Practice*



**Keegan Ensing**  
Senior Analyst  
*Industrial Manufacturing  
Practice*

### Subsector Coverage

**Aerospace &  
Defense**



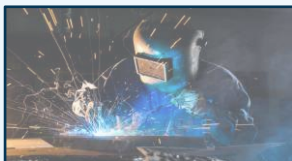
**Building  
Products**



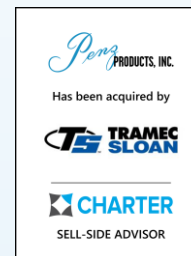
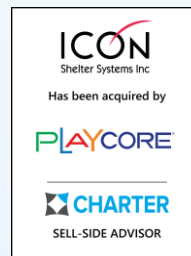
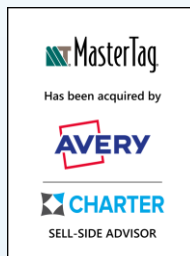
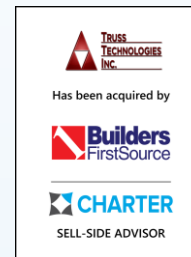
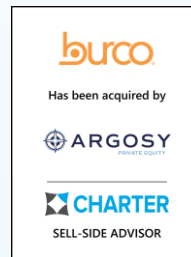
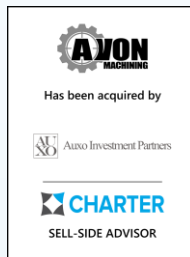
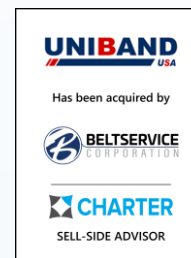
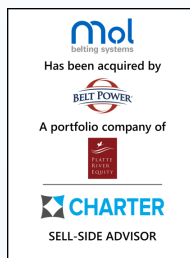
**Capital  
Equipment**



**General  
Manufacturing**



### Relevant Transaction Experience



Transactions were performed by principals of Charter acting in their capacity as registered representatives of M&A Securities Group, Inc., Member FINRA/SIPC, a separate entity from Charter Capital Partners.

# Industrial Manufacturing Industry Update

## Charter Deal Highlights

### Charter Deal Highlights



Has been acquired by



A portfolio company of



SELL-SIDE ADVISOR

June 2024

#### General Manufacturing

- Charter Capital Partners advised Mol Belting Systems on its sale to Belt Power, a portfolio company of Platte River Equity.
- Founded in 1986, and based in Grand Rapids, Michigan, Mol Belting Systems is a leading manufacturer, fabricator, and wholesaler of process conveyor belting systems, motorized pulleys, and conveyor accessories for a variety of industries.
- “Mol Belting Systems has been a premier player in the conveyor belting systems solutions market for a very long time, and we were focused on helping them find a partner who would help accelerate the growth trajectory the Company has been on the past few years. Belt Power’s already established customer base and national sales network provides the perfect vehicle for that continued growth,” said Mark Streekstra, Partner and Managing Director at Charter Capital Partners.

[Read more about this deal online](#)



Has been acquired by



SELL-SIDE ADVISOR

January 2024

#### Aerospace & Defense

- Charter Capital Partners advised Merrill Technologies Group on its sale to Arlington Capital Partners.
- Founded in 1968, and based in Saginaw, Michigan, Merrill Technologies Group is a leading manufacturer of large metal parts and structures, offering design, engineering, machining, fabrication, and integration solutions for the aerospace, defense, and industrial markets.
- Merrill Technologies Group operates with over 400 employees across six state-of-the-art manufacturing and office facilities, spanning nearly 700,000 square feet.
- ACP had a strategic interest in acquiring Merrill Technologies Group as part of their broader initiative to launch Keel, a platform aimed at building an integrated supply network for military vessels.
- “I’m extremely proud of this outcome and very happy for both the owners and the management team. They have partnered with an outstanding sponsor,” said Mike Brown, Partner and Managing Director at Charter Capital Partners.

[Read more about this deal online](#)

*Transactions were performed by principals of Charter acting in their capacity as registered representatives of M&A Securities Group, Inc., Member FINRA/SIPC, a separate entity from Charter Capital Partners.*



# Industrial Manufacturing Industry Update

## Q2 2024 Key Deals Spotlight

### Aerospace & Defense

May 2024



Acquired by



On May 28, 2024, National Manufacturing, based in Piscataway, NJ, was acquired by PrecisionX Group, a portfolio company of CORE Industrial Partners. National Manufacturing is a provider of precision deep and shallow drawn enclosures and metal components for the aerospace, defense, and commercial markets.

[Read more about this deal online](#)

May 2024



Acquired by



On May 20, 2024, Llamas Plastics, based in Sylmar, CA, was acquired by Lee Aerospace. Llamas Plastics is a manufacturer of windshields, canopies, cabin windows and other related components for the aerospace industry.

[Read more about this deal online](#)

May 2024



Acquired by



On May 15, 2024, M Wave Design, based in Simi Valley, CA, was acquired by Quantic Electronics, a portfolio company of Arcline Investment Management. M Wave Design is a manufacturer of microwave components for aerospace, defense, and quantum computing applications.

[Read more about this deal online](#)

April 2024



Acquired by



On April 25, 2024, Cablenet Aerospace, based in Centennial, CO, was acquired by Interconnect Solutions Company, a portfolio company of Tide Rock. Cablenet Aerospace is a manufacturer of cables, wiring harnesses, mechanical assemblies and other related components primarily for the aerospace and defense industry.

[Read more about this deal online](#)

April 2024



Acquired by



On April 22, 2024, Triad RF Systems, based in East Brunswick, NJ, was acquired by Comrod Communications. Triad RF Systems is a manufacturer of RF/microwave amplifiers and integrated radio systems for aerospace and defense applications.

[Read more about this deal online](#)

# Industrial Manufacturing Industry Update

## Q2 2024 Key Deals Spotlight

### Building Products

June 2024



Acquired by



On June 12, 2024, Dayton Superior, based in Dayton, OH, was acquired by White Cap. Dayton Superior is a supplier of engineered accessories, chemicals, and forming products for the concrete industry.

[Read more about this deal online](#)

May 2024



Acquired by



On May 20, 2024, Timber Technologies, based in Colfax, WI, was acquired by Star Equity Holdings. Timber Technologies is a manufacturer of glue-laminated timber products intended for various end markets and applications, including agriculture, industrial, infrastructure, and building construction.

[Read more about this deal online](#)

May 2024



Acquired by



On May 14, 2024, Strong Man Safety Products, based in Pompton Plains, NJ, was acquired by PearlWeave Netting Corporation. Strong Man Safety Products is a manufacturer of debris netting, weather enclosures, fall protection and construction tarps, and containment products for construction sites.

[Read more about this deal online](#)

May 2024



Acquired by



On May 6, 2024, Better Built Truss, based in Ripon, CA, was acquired by U.S. LBM. Better Built Truss is a manufacturer of floor and roof trusses designed for contractors, developers, and multifamily, commercial, and residential builders.

[Read more about this deal online](#)

April 2024



Acquired by



On April 23, 2024, Harvey Building Products, based in Waltham, MA, was acquired by Cornerstone Building Brands via its financial sponsor Clayton, Dubilier & Rice. Harvey Building Products is a manufacturer of custom windows and doors.

[Read more about this deal online](#)

# Industrial Manufacturing Industry Update

## Q2 2024 Key Deals Spotlight

### Capital Equipment

June 2024



Acquired by



On June 6, 2024, Continental Global Material Handling, based in Winfield, AL, was acquired by Precision Pulley & Idler. Continental Global Material Handling is a manufacturer of material handling conveyor systems and components.

[Read more about this deal online](#)

June 2024



Acquired by



On June 3, 2024, Hiniker, based in Mankato, MN, was acquired by Kinperium Industries. Hiniker is a manufacturer of snow and ice management products including snowplows and salt spreaders and agriculture attachments including cultivators and shredders.

[Read more about this deal online](#)

May 2024



Acquired by



On May 29, 2024, Piedmont Hoist & Crane, based in Winston-Salem, NC, was acquired by Mazzella Companies. Piedmont Hoist & Crane is a manufacturer of overhead cranes and crane components.

[Read more about this deal online](#)

May 2024



Acquired by



On April 30, 2024, Sherman Reilly, based in Chattanooga, TN, was acquired by Quanta Services. Sherman Reilly is a manufacturer of overhead and underground equipment, reel trailers and stands, and stringing blocks and accessories for electric utilities and contractors.

[Read more about this deal online](#)

April 2024



Acquired by



On April 12, 2024, ProFab, based in Springdale, AR, was acquired by Grote. ProFab is a manufacturer of custom stainless-steel equipment for a broad range of industrial food processors.

[Read more about this deal online](#)



# Industrial Manufacturing Industry Update

## Q2 2024 Key Deals Spotlight

### General Manufacturing

May 2024



Acquired by



On June 6, 2024, Swanson Industries and Tiefenbach North America, both based in Morgantown, WV, were acquired by Turnspire Capital Partners. The companies manufacture hydraulic cylinders for the mining and industrials industries.

[Read more about this deal online](#)

May 2024



Acquired by



On May 21, 2024, Mike Alexander Company ("MALCO"), based in Tulsa, OK, was acquired by Sidereal Capital Group. MALCO manufactures fasteners for high-temperature environments such as furnaces and reactors, serving petrochemical, cement, steel, and power industries.

[Read more about this deal online](#)

June 2024

**Hendrick**

Acquired by



On June 4, 2024, Hendrick Manufacturing, based in Carbondale, PA, was acquired by Etnyre International. Hendrick Manufacturing produces perforated metal screens intended to service the oil filtration and coal industries.

[Read more about this deal online](#)

April 2024



Acquired by



On May 1, 2024, MTL Holdings, based in Waukesha, WI, was acquired by Carlisle Companies. MTL Holdings is a manufacturer of edge metal systems catering to the commercial roofing industry.

[Read more about this deal online](#)

April 2024



Acquired by

**One Equity Partners**

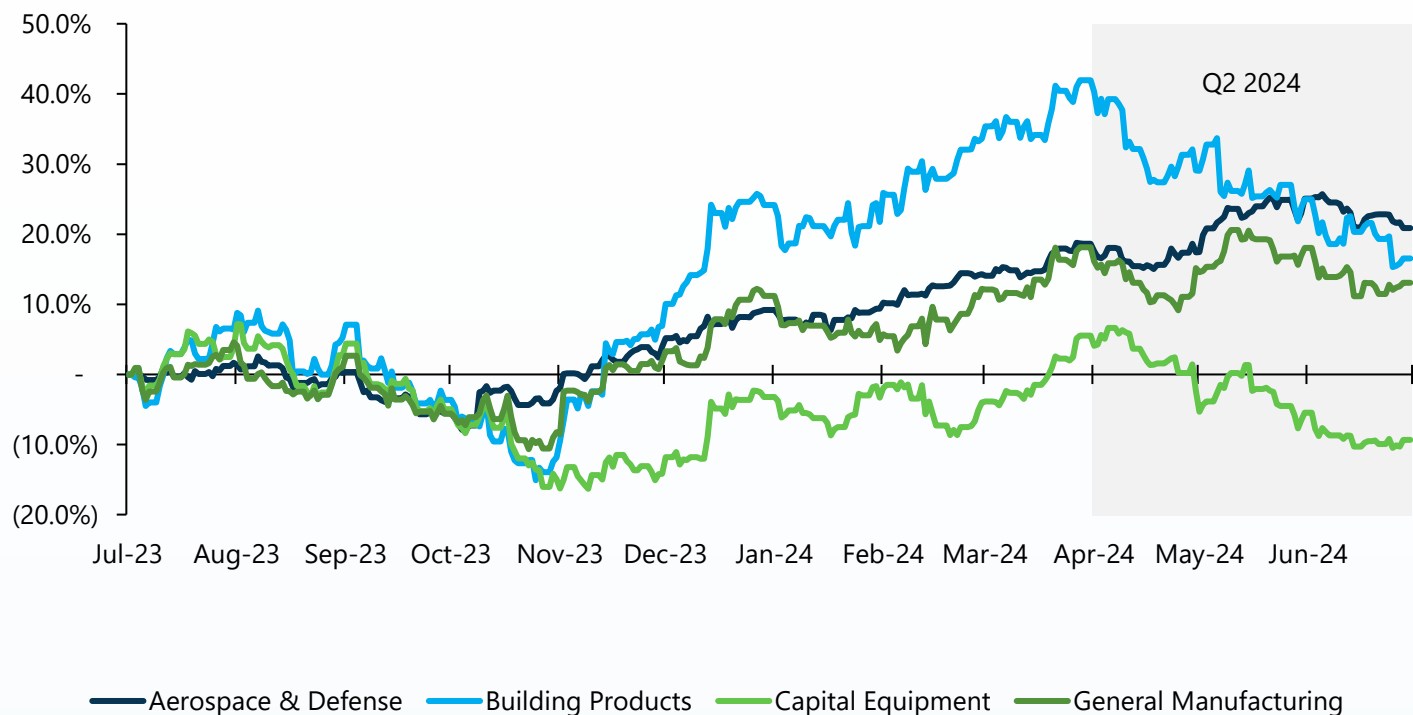
On April 4, 2024, Associated Spring, based in Bristol, CT, was acquired by One Equity Partners. Associated Spring is a manufacturer of engineered springs and high precision metal components for industrial, medical, and automotive applications.

[Read more about this deal online](#)

# Industrial Manufacturing Industry Update

## Public Valuation Trends

### One-Year Share Price Performance by Segment



### Rolling EV/EBITDA by Segment



Source: Wall Street Research, Capital IQ, SEC Filings



# Industrial Manufacturing Industry Update

## Public Trading Data

### Aerospace & Defense



BAE SYSTEMS

BOEING

GENERAL DYNAMICS

HEICO

HOWMET  
AEROSPACE

L3HARRIS™

LOCKHEED MARTIN

NORTHROP  
GRUMMAN

TEXTRON

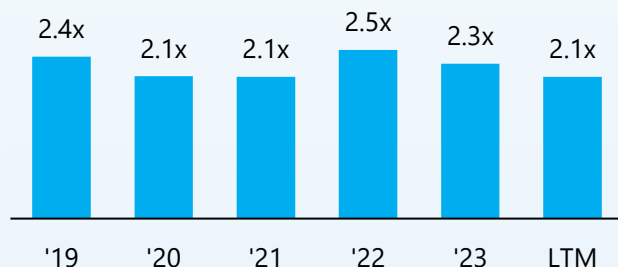
TRANSDIGM  
GROUP INC.

RTX

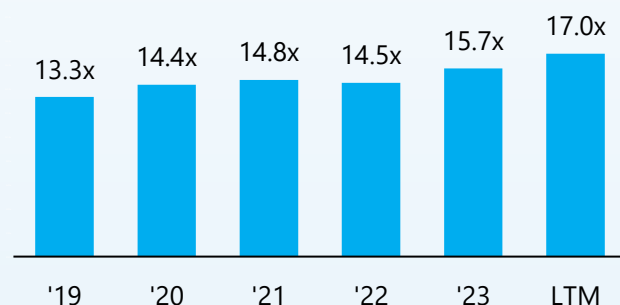
	Price 06/28/24	% 52-Wk High	Market Cap	Net Debt	Tot. Ent. Value	Total Enterprise Value /			
						Revenues		EBITDA	
						LTM	NFY	LTM	NFY
Aerospace & Defense									
BAE Systems	\$16.68	93%	\$50,155	\$3,507	\$53,662	1.9x	1.5x	15.3x	11.4x
Boeing	\$182.01	68%	\$111,733	\$40,404	\$152,137	2.0x	1.8x	nmf	24.6x
General Dynamics	\$290.14	96%	\$79,476	\$10,027	\$89,503	2.1x	1.9x	18.7x	14.4x
HEICO	\$223.61	96%	\$30,969	\$2,607	\$33,576	9.6x	8.3x	nmf	31.6x
Howmet Aerospace	\$77.63	91%	\$31,687	\$58,306	\$89,993	13.1x	12.1x	nmf	50.0x
L3Harris	\$224.58	98%	\$42,598	\$13,295	\$55,893	2.8x	2.6x	15.4x	14.0x
Lockheed Martin	\$467.10	97%	\$112,075	\$16,628	\$128,703	1.8x	1.8x	12.7x	13.1x
Northrop Grumman	\$435.95	88%	\$64,516	\$15,093	\$79,609	2.0x	1.9x	19.2x	14.0x
Textron	\$85.86	88%	\$16,373	\$2,520	\$18,893	1.4x	1.3x	11.2x	10.5x
TransDigm Group	\$1,277.61	93%	\$71,493	\$18,112	\$89,605	12.3x	10.9x	24.9x	20.8x
RTX Corporation	\$100.39	92%	\$133,252	\$40,299	\$173,551	2.4x	2.2x	18.6x	13.6x
Mean		91%				4.7x	4.2x	17.0x	19.8x
Median		93%				2.1x	1.9x	17.0x	14.0x

### Median Trading Multiples

#### Revenue



#### EBITDA



Source: Wall Street Research, Capital IQ, SEC Filings

# Industrial Manufacturing Industry Update

## Public Trading Data

### Building Products



Armstrong

Builders  
FirstSource

JW

MASCO

OWENS  
CORNING

SIMPSON  
Manufacturing  
COMPANY

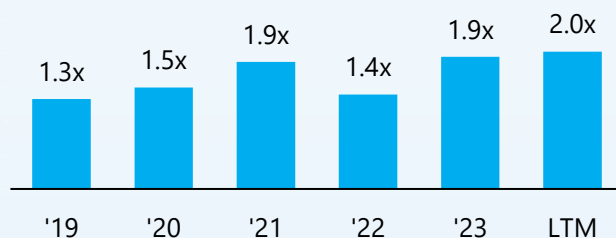
Trex

UFP INDUSTRIES

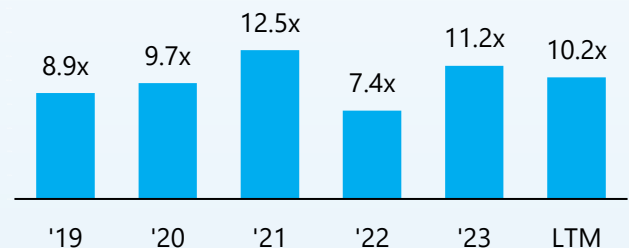
	Price 06/28/24	% 52-Wk High	Market Cap	Net Debt	Tot. Ent. Value	Total Enterprise Value /			
						Revenues		EBITDA	
						LTM	NFY	LTM	NFY
Building Products									
Armstrong World Industries	\$113.24	90%	\$4,955	\$568	\$5,523	4.2x	3.8x	15.8x	11.4x
Builders FirstSource	\$138.41	64%	\$16,894	\$3,549	\$20,443	1.2x	1.1x	7.7x	8.0x
JELD-WEN	\$13.47	62%	\$1,158	\$1,133	\$2,291	0.5x	0.6x	8.7x	6.4x
Masco	\$66.67	84%	\$14,706	\$3,113	\$17,819	2.3x	2.2x	11.7x	11.5x
Owens Corning	\$173.72	94%	\$15,054	\$2,090	\$17,144	1.8x	1.4x	7.7x	6.1x
Simpson Manufacturing	\$168.53	77%	\$7,105	\$174	\$7,279	3.3x	3.2x	13.6x	12.5x
Trex Company	\$74.12	73%	\$8,056	\$245	\$8,301	6.8x	6.6x	21.3x	21.3x
UFP Industries	\$112.00	87%	\$6,877	(\$559)	\$6,318	0.9x	0.9x	8.4x	8.3x
Mean		79%				2.6x	2.5x	11.9x	10.7x
Median		81%				2.0x	1.8x	10.2x	9.9x

### Median Trading Multiples

#### Revenue



#### EBITDA



Source: Wall Street Research, Capital IQ, SEC Filings

# Industrial Manufacturing Industry Update

## Public Trading Data

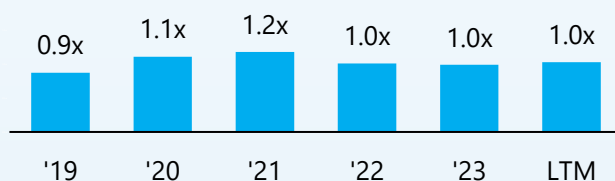
### Capital Equipment



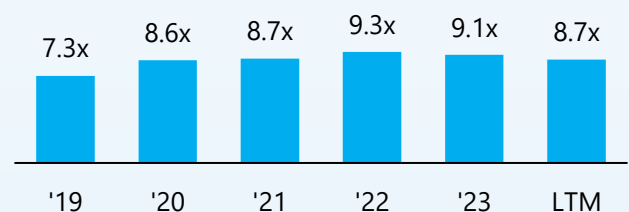
	Price 06/28/24	% 52-Wk High	Market Cap	Net Debt	Tot. Ent. Value	Total Enterprise Value /			
						Revenues		EBITDA	
						LTM	NFY	LTM	NFY
Capital Equipment									
AGCO Corporation	\$97.88	70%	\$7,304	\$1,455	\$8,759	0.6x	0.7x	4.6x	5.2x
Astec Industries	\$29.66	53%	\$675	\$71	\$746	0.6x	0.6x	7.4x	7.3x
Caterpillar	\$333.10	87%	\$162,903	\$33,496	\$196,399	2.9x	3.0x	12.3x	12.7x
Cummins	\$276.93	91%	\$37,878	\$5,403	\$43,281	1.3x	1.3x	9.9x	8.6x
Deere & Company	\$373.63	83%	\$102,961	\$62,874	\$165,835	2.8x	3.8x	10.7x	16.5x
The Manitowoc Company	\$11.53	58%	\$410	\$430	\$840	0.4x	0.4x	5.4x	5.3x
Terex Corporation	\$54.84	83%	\$3,691	\$359	\$4,050	0.8x	0.8x	5.8x	5.4x
Parker-Hannifin	\$505.81	89%	\$65,017	\$10,965	\$75,982	3.8x	3.8x	15.0x	15.4x
Mean		77%				1.7x	1.8x	8.9x	9.5x
Median		83%				1.0x	1.0x	8.7x	8.0x

### Median Trading Multiples

#### Revenue



#### EBITDA



Source: Wall Street Research, Capital IQ, SEC Filings

# Industrial Manufacturing Industry Update

## Public Trading Data

### General Manufacturing



**3M**

**ATI**

**INSTEEL**  
INDUSTRIES INC.

**ITW**

**mec**

**NUCOR**

**ParkOhio**

**Reliance**

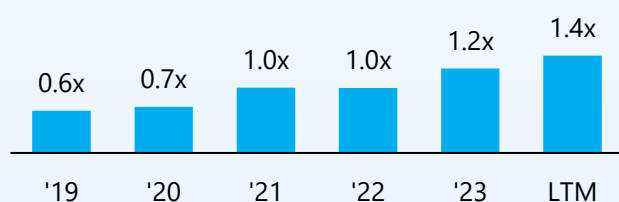
**TIMKEN**

**WORTHINGTON**  
INDUSTRIES

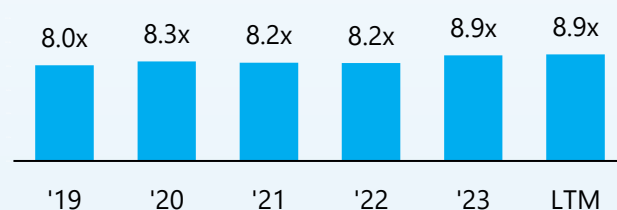
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						Revenues		EBITDA	
						LTM	NFY	LTM	NFY
General Manufacturing									
3M Company	\$102.19	90%	\$56,548	\$11,352	\$67,900	2.1x	2.9x	8.3x	10.5x
ATI	\$55.45	89%	\$6,900	\$1,888	\$8,789	2.1x	1.9x	16.6x	11.5x
Insteel Industries	\$30.96	79%	\$603	(\$82)	\$521	0.9x	0.9x	12.9x	7.1x
Illinois Tool Works	\$236.96	87%	\$70,709	\$7,367	\$78,076	4.9x	4.7x	16.9x	16.8x
Mayville Engineering Company	\$16.66	98%	\$342	\$175	\$517	0.9x	0.8x	8.7x	6.8x
Nucor	\$158.08	78%	\$37,902	\$2,344	\$40,246	1.2x	1.3x	5.7x	8.3x
Park-Ohio Holdings	\$25.89	90%	\$319	\$662	\$981	0.6x	0.6x	7.7x	6.9x
Reliance	\$285.60	83%	\$16,401	\$452	\$16,853	1.2x	1.2x	9.0x	10.1x
The Timken Company	\$80.13	84%	\$5,642	\$2,213	\$7,855	1.7x	1.7x	8.9x	8.8x
Worthington Enterprises	\$47.33	61%	\$2,373	\$75	\$2,449	2.0x	2.1x	29.8x	9.3x
Mean		84%				1.7x	1.8x	12.5x	9.6x
Median		86%				1.4x	1.5x	8.9x	9.1x

### Median Trading Multiples

#### Revenue



#### EBITDA



Source: Wall Street Research, Capital IQ, SEC Filings





## About Charter

Founded in 1989, Charter Capital Partners is a premier investment banking firm headquartered in Grand Rapids, Michigan. We offer a comprehensive range of investment banking advisory services, including buy-side and sell-side M&A, succession planning, business valuation, and capital raise.

Charter was named one of the top 100 most referred middle-market advisory firms in the US, according to a survey of 1,000 private equity firms, strategic acquirers, and family offices compiled by Axial, a network of middle market investors, advisors, and CEOs. Our mission is to deliver superior professional guidance throughout the complete business lifecycle.

## Advisory Services Snapshot

Type	Expertise
M&A Advisory	<ul style="list-style-type: none"><li>Go-to-market sell-side advisory</li><li>Buy-side growth strategies</li><li>Exit planning</li><li>Fairness opinions</li></ul>
Capital Raise	<ul style="list-style-type: none"><li>Equity or debt capital raise</li><li>Dividend recapitalization</li><li>Solvency opinions</li><li>Minority investors</li></ul>
Valuation Opinions	<ul style="list-style-type: none"><li>Buy-sell agreements</li><li>Gift, estate, and income tax matters</li><li>Shareholder disputes</li><li>Purchase price allocations</li></ul>
Capital Management	<ul style="list-style-type: none"><li>Licensed Fund Management</li><li>Registered Investment Advisers</li></ul>

*Broker dealer services offered through M&A Securities Group, Inc., Member FINRA/SIPC, a separate entity from Charter Capital Partners. The testimonials presented may not be representative of the experience of other clients and are not indicative of future performance or success.*

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