



## DEAL SNAPSHOT

## Building Value For our client

**Heritage Capital Group, Inc.**, an investment banking and financial advisory firm serving middle-market and emerging growth companies in the U.S. and worldwide, is pleased to announce that its client, **Cooksey Iron & Metal Co., Inc.**, has been acquired by **Reliance Steel & Aluminum Co.**

Founded in 1917, Cooksey is a metals service center that processes and distributes finished steel products such as tubing, beams, plates, and bars. The Company is headquartered in Tifton, Georgia and was founded by J.S. Cooksey. Over the past 100+ years, the Company has served a wide variety of customers including agriculture equipment manufacturers, structural fabricators, trailer manufacturers, and other industrial companies. Cooksey serves its customers using three facilities.

Founded in 1939, Reliance is a leading global diversified metal solutions provider and the largest metals service center company in North America. Through a network of approximately 315 locations in 40 states and 12 countries outside of the United States, Reliance provides value-added metals processing services and distributes a full-line of over 100,000 metal products to more than 125,000 customers in a broad range of industries.

Heritage served as the exclusive financial advisor to Cooksey. The deal team was led by **Bert Tenenbaum**.

The terms of the transaction were not disclosed.



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It was a pleasure to work with the Heritage team to advise our company in this transaction. Their staff of former executives of the industry and knowledge of service center operations led us to several opportunities. Their expertise and thoroughness throughout the process helped our company navigate through the transaction process. We would not have completed this transaction without the contributions of the Heritage team.

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**Mike & Taylor Cooksey**  
Owners of Cooksey Steel

# HERITAGE CAPITAL GROUP

With over 47 years experience in M&A transactions, Heritage Capital Group was able to maximize the value of the deal through meticulous management of the acquisition process. Heritage acted as sole advisor to the seller in the preparation of the sale process and due diligence, the approach and negotiations with potential buyers.

## EXPERIENCE. EXPERTISE. RESULTS.

**Heritage Capital Group** is a highly respected and trusted investment banking and advisory firm with local and global reach. For more than 47 years, we have provided transactional and advisory expertise across key industries to our clients.

We work to ensure that your many years of hard work and vision come to fruition. Our team of experts can help guide you through a wide range of scenarios including:

- Selling a company
- Buying a company
- Mergers
- Divestiture of corporate assets or divisions
- Raising debt or equity
- Exit planning
- Value enhancement
- Process improvement
- Restructuring or reorganizing

With our extensive industry and deal experience, we can work with you to help build and maximize your transaction value. You will benefit from the global resources Heritage provides through our leadership position in Oaklins, an international organization focused on the middle market with offices worldwide. With these resources, Heritage is able to leverage global contacts, industry expertise, and transaction experience to achieve exceptional results for you. We offer complete discretion and skilled and methodical negotiations to give you the competitive edge that is essential in today's highly competitive business environment.

## CONTACT DEAL TEAM

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Heritage Capital Group is a merger and acquisition advisory firm with offices in Jacksonville, Florida and Savannah, Georgia. Heritage is a member of FINRA/SIPC and Oaklins, the world's most experienced midmarket M&A advisor, with 850 professionals globally and dedicated industry teams in 45 countries worldwide.