

DEAL SNAPSHOT

Providing Expert Guidance For Our Client

Heritage Capital Group, 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, **Karob Instrument, Inc.**, has been acquired by an investment group led by **Mark Izzo, CEO of EMT Metals**, bringing Karob and EMT under common ownership.

Karob Instrument, Inc. is a family-owned precision machining manufacturer located in Ocala, Fla., with more than 50 years of experience producing high-quality custom components for customers in aerospace, including Gulfstream Aerospace, and other industries. The company specializes in precision CNC machining, including turning, milling up to 5-axis, hardware installation, assembly, and specialized fulfillment, delivering both short-run and high-volume production with a focus on precision, quality, and efficiency. Karob operates from its lean facility equipped with an extensive range of advanced machining centers and quality control technology.

EMT is a premier metal fabricator and manufacturer of precision machined components serving global OEM partners across multiple end markets, including Aerospace & Defense, Thermal Management, Power Distribution and high-tech Industrials. EMT operates a three-facility platform anchored by a 130-machine, vertically integrated equipment lineup spanning CNC machining, sheet metal fabrication, progressive stamping, and assembly operations, producing over 1,100 mission-critical SKUs annually. All business units maintain ISO 9001, AS9100D, ITAR, SAM, and FFL certifications.

Heritage served as the exclusive transaction advisor to Karob Instrument. The deal team was led by **Joe Hawkins**. Transaction support was provided by **Bill Skinner, Hannah Solomon, Don Wiggins**, and **Robert Cilek**. The terms of the transaction were not disclosed.



“

After more than five decades of building Karob Instrument, we wanted a partner that shares our commitment to quality, precision and customer relationships. Heritage Capital Group provided exceptional guidance throughout the process, identifying and connecting us with Mark Izzo and his team. The Heritage team helped us protect and maximize the value of what we have built and we are confident that Mark and his team are the right steward for the next chapter of the business.

”

**Karl Windischmann, Robert Windischmann,
and Andrea Wright**
Owners, Karob Instrument, Inc.

HERITAGE CAPITAL GROUP

Heritage Capital Group achieved our client's transaction goals through meticulous management of the sale 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.

Heritage Capital Group brings 49 years of client experience, 25 senior principals, and dedicated metals, manufacturing, distribution, logistics and industrial teams to every engagement. Heritage is a FINRA-registered broker-dealer.

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 49 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

HERITAGE
CAPITAL GROUP



Joe Hawkins

Principal
JHawkins@HeritageCapitalGroup.com



Bill Skinner

Principal
BSkinner@HeritageCapitalGroup.com



Hannah Solomon

Principal
HSolomon@HeritageCapitalGroup.com



Don Wiggins

Chairman
Dwiggins@HeritageCapitalGroup.com



Robert Cilek

Director of Investment Banking Services
RCilek@HeritageCapitalGroup.com



HERITAGE CAPITAL GROUP

JACKSONVILLE OFFICE
+1 904 354 9600

SAVANNAH OFFICE
+1 912 200 9597

HeritageCapitalGroup.com

Heritage Capital Group provides advisory services on mergers, acquisitions and capital raising to middle-market and emerging-growth companies. Heritage is a FINRA-registered broker-dealer and a member of Oaklins, a global M&A advisory firm with more than 900 professionals across 40 countries.