



DEAL SNAPSHOT

Creating Excellence 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, **Stark Metal Sales**, has been acquired by **Pennsylvania Steel Company, Inc.**

Founded in 1989, **Stark Metal Sales** is a full-line steel service center in Alliance, Ohio. The company has burning, shearing, and sawing capabilities. Stark also delivers product, and through its outsourcing partners, delivers finished goods to certain customers, primarily located in Ohio and Pennsylvania.

Pennsylvania Steel Company is a veteran owned privately held full-line metals service center headquartered in Bensalem, Pennsylvania. Pennsylvania Steel provides raw materials to the metal manufacturing sector through eight service center locations. Core products include carbon and alloy steels, aluminum, stainless, tool steel, and tubing products.

Heritage served as the exclusive financial advisor to Stark. The deal team included **Doug Kravet, John Montgomery, Bert Tenenbaum, John Pregulman, Stan Baucum, and JP Allen.**

The terms of the transaction were not disclosed.



“

Selling my steel service center with Heritage's help was a game-changer. Their expertise and strategic advisory were exceptional. I'm immensely grateful for their guidance throughout the process, resulting in a seamless transaction. I highly recommend their expertise and professionalism.

”

Dave Rownd
President of Stark Metal Sales

HERITAGE CAPITAL GROUP

With over 46 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 46 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



Doug Kravet

Principal
DKravet@HeritageCapitalGroup.com



John Montgomery

Principal
JMontgomery@HeritageCapitalGroup.com



Bert Tenenbaum

Principal
BTenenbaum@HeritageCapitalGroup.com



John Pregulman

Industry Specialist
JPregulman@HeritageCapitalGroup.com



Stan Baucum

Industry Specialist
SBaucum@HeritageCapitalGroup.com



JP Allen

Senior Analyst
JPAllen@HeritageCapitalGroup.com



HERITAGE CAPITAL GROUP

JACKSONVILLE OFFICE
+1 904 354 9600

SAVANNAH OFFICE
+1 912 200 9597

HeritageCapitalGroup.com

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.