



DEAL SNAPSHOT

Empowering 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, **Power & Pumps, Inc.** has been acquired by **Motion & Control Enterprises**.

Power & Pumps is a leading distributor of power transmission products, pumps, electric motors and drives, and other related equipment from some of the industry's top manufacturers, serving both the industrial and municipal water/waste water markets in Florida and Georgia. Headquartered in Jacksonville, Florida, P&P is also the master distributor in North America for All Prime Pumps, a line of self-priming pumps sold to municipal and industrial end-users and resellers. The Company also performs repairs and other value services for its customer base.

Founded in 1951, **Motion & Control Enterprises** is a leading supplier of technical fluid power, automation, flow control, compressed air and lubrication products, repair and services, and bespoke solutions. It serves more than 23,000 MRO and OEM customers from 38 facilities located in 13 states. MCE is majority-owned by Frontenac, a Chicago-based private equity firm that invests in middle market buyout transactions in consumer, industrial, and services markets.

Heritage served as the exclusive financial advisor and intermediary to Power & Pumps. **Alex Kellison** and **Dan Edelman** led the deal team.

The terms of the transaction were not disclosed.



Power & Pumps Inc.

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Going into this process, I had no idea how critical Heritage would be to making this deal happen and to my eventual bottom-line. The Heritage team's work ethic was undeniable and I felt like everything they did was in my best interest. After closing, the icing on the cake was when the buyer, who had completed 12 acquisitions in the 24 months prior, looked me in the eyes and said, 'Heritage did an excellent job for you - it was a pleasure working with such consummate professionals.' From the bottom of my heart, I want to thank Alex, Dan, and Heritage!

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David Williams

Former Owner of Power & Pumps

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

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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.