



## DEAL SNAPSHOT

## Engineering 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, **Sandar Industries, Inc.**, has been acquired by **Ryeco, LLC**.

**Sandar**, headquartered in Atlantic Beach, FL, designs, engineers, manufactures, assembles, and sells equipment for the pulp and paper industry. The Company also provides consumables, spare parts, and field services following each equipment installation. Sandar was founded in 1975 by Peter Rodriguez who, having worked in the pulp and paper industry for several years, noted the hazards and inefficiencies associated with transferring a web of paper from a full reel to an empty spool. This led him to develop and patent the first Turn-Up System Automatic, which keeps operators safe while ensuring wrinkle-free reliable Turn-Ups. Since then, Sandar's technology has become an industry standard with over 2000 installations and an estimated savings of 300 million metric tons of product per year.

**Ryeco**, based in Cartersville, GA, was founded in 1989 and is a leading manufacturer of quality control systems and sheet break detection devices for the paper, packaging, and converting industry. Ryeco is backed by Bellview Capital Partners, an Atlanta based private equity firm that focuses on partnering with family-owned businesses and corporations across the Southeast.

Heritage served as the exclusive financial advisor and intermediary to Sandar. **Joe Hawkins** led the deal team, which also included **Howard Serkin** and **JP Allen**.

The terms of the transaction were not disclosed.



# SANDAR INDUSTRIES, INC

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Working with Heritage during the process of selling our business has been an extraordinary experience. The deal team's expertise, professionalism, and unwavering dedication exceeded all of our expectations. Their deep understanding of the market, meticulous attention to detail, and strategic guidance have played a pivotal role in achieving a successful outcome. We are immensely grateful for their exceptional service and would highly recommend them to anyone seeking a seamless and rewarding sell-side process.

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Jason & Victor Rodriguez  
Owners of Sandar Industries, Inc.

# 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.