

Firm Overview

Allen-Villere Partners is the premier transaction-oriented private investment banking firm to the construction materials industry, focused exclusively on the ready-mixed concrete, construction aggregates, concrete products, asphalt, and equipment manufacturing & distributing industries. For the past 43 years, we have developed a special emphasis on representing the independently owned, middle-market companies that play such a key role in the competitive landscape of construction materials. With over 60 years in combined experience and highly specialized, industry-specific skills, Allen-Villere Partners has a national reputation for excellence in its client representation.

Why Allen-Villere Partners?

Sector Expertise

We have initiated and concluded far more transactions in our industry focus than any other firm in the nation, advising on both large and small transactions, which gives us a depth of knowledge about the industry that is second to none.

- Valued over 700 companies in the industry
- Sold over 125 companies in the construction materials industry
- Represented clients in more than 44 states
- Advised on the sale of the largest and second largest privately-held producers in the nation
- Highly developed relationships with ALL of the largest multi-national industry leaders, dozens of the biggest regional producers, and hundreds of financial buyers

Strong Alignment

We align the interests of Allen-Villere Partners completely with our client, and that is especially reflected in our fee structure being 100% based on a successful outcome that our client approves.

M&A Transaction

Our Process

- Development of a Marketing Strategy
- Analysis of the Business Operations
- Preparation of Marketing Materials
- The Selling Process
- Negotiation of IOIs and LOIs
- Due Diligence
- Closing

Team

Pierre G. Villere
Senior Managing Partner
PVillere@allenlillere.com

Andy M. Kulback
Senior Vice President
AKulback@allenlillere.com

John D. McCulla III
Vice President
JMcCulla@allenlillere.com

Shane J. Naccari
Vice President - Transactions
SNaccari@allenlillere.com

Typical Client

- ◊ \$1MM to \$25MM EBITDA
- ◊ Operations in North America
- ◊ Privately owned company
- ◊ Company owner looking to retire, recapitalize, plan for estate, bring in a partner, or acquire a target company

Industry Focus

- ◊ Ready-mix Concrete
- ◊ Construction Aggregates
- ◊ Concrete Products
- ◊ Asphalt
- ◊ Equipment Manufacturing and Distribution

Services

- ◊ M&A Advisory
- ◊ Valuations
- ◊ Restructuring
- ◊ Financial Consulting
- ◊ Financing Services
- ◊ Strategic Planning
- ◊ Environmental & Permitting
- ◊ Expert Testimony

Recent Transactions

Allen-Villere Partners has initiated and concluded far more transactions in the Construction Materials Industry than any other firm in the nation



MARSTELLAR
OIL & CONCRETE
Duncannon, PA

has been acquired by



New Enterprise Stone & Lime Co., Inc.
New Enterprise, PA



SELL-SIDE ADVISOR



CALKINS
ROCK
SAND & GRAVEL
Coventry, VT

has been acquired by



PECKHAM
INDUSTRIES, INC.
Brewster, NY



SELL-SIDE ADVISOR



Charlotte, NC

has acquired

Ready Mix Concrete Assets in
North Carolina and South Carolina



BUY-SIDE ADVISOR



MIDWEST CONCRETE MATERIALS
Topeka, KS

has acquired



HAMM COMPANIES
Perry, KS
a subsidiary of



BUY-SIDE ADVISOR



Shreveport, LA

has been acquired by



Atlanta, GA



SELL-SIDE ADVISOR

Andrada Holdings, LLC

Quarry
Tucson, AZ

has been acquired by



Birmingham, AL



SELL-SIDE ADVISOR



Mt. Vernon, IL

has been acquired by



East St. Louis, IL



SELL-SIDE ADVISOR



Baton Rouge, LA

has been acquired by



Chicago, IL



SELL-SIDE ADVISOR



Dallas, TX

has been acquired by



Wildcatter Redi-Mix

Dallas, TX



SELL-SIDE ADVISOR