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**Ohmstede Named Energy Deal of the Year**



Harris Williams & Co. is pleased to announce that the 2007 Ohmstede transaction received honors as this year's Energy Deal of the Year. The award is featured in this month's *Mergers & Acquisitions Journal*.

Harris Williams & Co. represented Ohmstede, Ltd., a portfolio company of First Reserve Corporation, one of the leading private equity groups in the energy industry, in its sale to strategic buyer EMCOR Group, Inc. in September 2007 for \$455 million. In August 2006, Harris Williams & Co. also represented Ohmstede, Ltd., then a portfolio company of Tanglewood Investments, Inc., in its sale to First Reserve Corporation and management.

**Key Attributes of the Sale of Ohmstede to EMCOR:**

- **Unique/Nuanced Story:** The management team transitioned Ohmstede, Ltd.'s business model to create a value-added service provider with sustainability in a historically cyclical market; required delivery of nuanced story supported by qualitative and quantitative data.
- **Short Hold Period:** Sold by First Reserve after 13-months of ownership at a high rate of return.
- **Broad Interest:** High level of buyer interest; ultimately won by a strategic buyer.
- **New Growth Platform:** Ohmstede provides an attractive, high-margin industrial services platform for EMCOR, historically a more traditional mechanical contractor.
- **Challenging Market Conditions:** \$455 million deal closed during the height of the credit crunch.
- **Win/Win Deal:** Positive outcome for all parties involved with the transaction.

Click [here](#) to read a case study on the transaction.

Harris Williams & Co. is a leading advisor to the energy, power, and industrial services M&A markets. Over the last two years, these sectors have become one of our firm's most significant focus areas and have shown sustainable growth driven by strong underlying industry fundamentals and aggressive demand from buyers. The firm's dedicated Energy & Power Group is headed by [Drew Spitzer](#).

In the last two years alone, Harris Williams & Co. closed nearly two dozen transactions within energy, power and industrial services. Recent high-profile Harris Williams & Co. engagements in the energy, power, and industrial services markets include the sale of Summit Energy, Ohmstede, Ltd., and Danaher Corporation's power quality business, comprised of Joslyn Hi-Voltage.

Harris Williams & Co. is one of the largest mergers and acquisitions advisory firms in the country focused exclusively on the middle market. Harris Williams & Co. represents private equity groups as well as publicly and privately held companies worldwide. For more information about Harris Williams & Co., please visit [www.harriswilliams.com](http://www.harriswilliams.com).

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