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Harris Williams & Co. is pleased to announce the sale of GranQuartz Holdings, LLC, a portfolio company of Independent Bankers Capital Fund, L.P. (IBCF) and Hamilton Robinson LLC, to Harbour Group. GranQuartz is a strategic acquisition for Harbour Group, representing the firm's fourth within the stone tools and equipment sector in the last two years, including Pearlman Industries (the parent of Pearl Abrasive Co. and Keystone Tools), Dimensional Tools, and Stone Tool Supply. Harris Williams & Co. acted as the exclusive advisor to GranQuartz. The transaction was led by [Mike Hogan](#), [Bob Baltimore](#), and [Brent Spiller](#) from the firm's Richmond office.

GranQuartz represented Harris Williams & Co.'s tenth closed value-added distribution transaction over an 18-month period. Building products has historically been an active area for Harris Williams & Co., which has advised on nearly sixty transactions within the industry.

"We continue to see very strong interest from both strategic buyers and private equity groups in businesses that are leaders in niche catalog and value-added distribution across a variety of sectors," said Mike Hogan, Managing Director at Harris Williams & Co. "GranQuartz attracted significant interest given its unique market position."

GranQuartz Holdings, LLC (www.granquartz.com), headquartered in Tucker, Georgia, is the industry's largest distributor of tools, equipment, and supplies to kitchen and bath countertop fabricators, installers, and other contractors serving the natural and engineered stone market. GranQuartz produces the most comprehensive catalog in the industry and also serves customers through six fully stocked branch locations throughout the U.S., and employs over thirty outside sales and technical support professionals.

Independent Bankers Capital Fund, L.P. (www.ibcfund.com), headquartered in Dallas, Texas, is a private equity partnership that operates as a participating security small business investment company (SBIC), licensed by the United States Small Business Administration. IBCF provides capital to established lower-middle-market companies primarily in the Southwestern United States.

Hamilton Robinson LLC (www.hrco.com), headquartered in Stamford, Connecticut, is a private equity firm that specializes in serving small to mid-sized companies seeking equity capital for management buyouts, corporate growth, and recapitalizations for shareholder liquidity.

Harbour Group (www.harbourgroup.com) is a privately-owned company based in St. Louis, Missouri that invests in companies that manufacture and distribute consumer and industrial products. Since its founding in 1976, Harbour Group has completed 158 acquisitions in 34 industries.

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.

Merger and acquisition services are provided by Harris Williams LLC, a registered broker-dealer and member [FINRA](#) and [SIPC](#). Harris Williams & Co. is the trade name under which Harris Williams LLC conducts its business.

For general inquiries, please contact Marketing Director, [Kimberly Baker](#), at 804-648-0072.