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**Strategic Buyers Remain Active**

Strategic buyers are as active as ever and Harris Williams & Co. continues to demonstrate superior access to this important group of buyers. For the last three years, strategic buyers have represented approximately 50% of our transactions, up from just over 30% on 2004. In addition, more than 20% of the strategic buyers have been international buyers. With a strong overall economy contributing to corporate earnings, we expect that activity by strategic buyers will remain robust.

Select Transactions Sold to Strategic Buyers Since October 2006

- The pending sale of Brach's Confections, Inc., a division of Swiss-based Barry Callebaut AG (PNK: BYCBF), to strategic buyer Farley's & Sathers Candy Company, Inc.
- The sale of Ohmstede, Ltd. to strategic buyer EMCOR Group, Inc. (NYSE: EME) for approximately \$455 million.
- The sale of Architectural Precast, L.L.C. to strategic buyer U.S. Concrete, Inc. (NASDAQ: RMIX).
- The sale of Cigars International, Inc. to international strategic buyer Swedish Match AB.
- The sale of Heath/Zenith, a division of Desa, LLC, to international strategic buyer The Chamberlain Group, Inc.
- The sale of Enerwise Global Technologies, Inc. to strategic buyer Comverge, Inc. (NASDAQ: COMV).
- The sale of Mercury Air Centers, Inc. to strategic buyer Macquarie Infrastructure Company Inc. (NYSE: MIC) for \$452 million.
- The sale of Danaher Corporation's power quality business, comprised of Joslyn Hi-Voltage and Power Solutions, to strategic buyer Thomas & Betts Corporation (NYSE: DHR) for approximately \$280 million.
- The sale of Carson Industries LLC to strategic buyer Oldcastle Precast, Inc., a division of CRH plc (NYSE: CRH).
- The sale of Austria-based PPC Insulators to strategic buyer Seves S.p.A.
- The sale of World Super Services, Inc. (WSS) to strategic buyer RoadLink USA, Inc.
- The sale of Erickson Construction Company to strategic buyer Masco Corp.

- The sale of Axiom Automotive Technologies to strategic buyer Transtar Industries, Inc.
- The sale of Millennium Rail, Inc. to strategic buyer Watco Companies, Inc.
- The sale of HydroChem Industrial Services, Inc. to strategic buyer Aquilex Corporation.
- The sale of Global Energy Decisions, L.L.C. to strategic buyer Ventyx Inc.
- The sale of Cushcraft Corporation to international strategic buyer, The Laird Group PLC.
- The sale of Fasloc, Inc. to international strategic buyer DSI USA, a subsidiary of DYWIDAG-Systems International.
- The sale of Thompson/Center Arms to Smith & Wesson Holding Corporation (NASDAQ: SWHC), the parent company of Smith & Wesson Corp.
- The sale of Dynisco LLC to strategic buyer Roper Industries, Inc. for \$243 million.
- The sale of the William H. Harvey Company to strategic buyer Oatey Company.
- The sale of Franklin Industries Inc. to strategic buyer Chemical Lime Company.
- The sale of Red Hawk Industries to strategic buyer UTC Fire & Security, a business unit of United Technologies Corporation (NYSE: UTX).
- The sale of TaxWise Corporation to international strategic buyer CCH, a Wolters Kluwer business (Euronext Amsterdam: WKL).
- The sale of Heartland Information Services to strategic buyer Spryance, Inc.
- The sale of Invisible Technologies to strategic buyer Radio Systems Corporation.



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.

Select transactions by Harris Williams LLC. Harris Williams & Co. is the trade name under which Harris Williams LLC conducts its business, and a registered broker-dealer. Harris Williams LLC is a member [FINRA](#) and [SIPC](#). Please click [here](#) to provide feedback about our e-mailer or to unsubscribe and be removed from our mailing list.

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