



## DEAL SNAPSHOT

## Delivering Results For our client

**Heritage Capital Group, Inc.**, an investment banking and financial advisory firm serving middle-market and emerging growth companies in the US and worldwide, is pleased to announce that its client, **Klein Steel Service, Inc.**, has been acquired by **Alro Steel**.

**Klein Steel**, a premier metals supplier and processing center, provides world-class inventory and supply management solutions with over 3,500 SKUs of carbon, stainless steel, aluminum, and specialty metals. The Company offers a full range of value-added processing services including component manufacturing and kitting for commercial applications as well as customer-specific materials. Founded in Rochester, New York in 1971, Klein Steel operates six facilities in western and central New York and is an industry leader in the Northeast.

**Alro Steel** was founded in 1948 as a steel distributor in Jackson, Michigan. Over the past seven decades, Alro expanded its operations to over 70 locations in 13 states and has extended its offerings to include plastics, industrial supplies, and value-added processing.

Heritage served as the exclusive financial advisor and intermediary to Klein Steel. The deal team was led by **Bert Tenenbaum** and included **Doug Kravet**, **John Pregulman**, and **Chad Clark**.

The terms of the transaction were not disclosed.

# KLEIN

## KLEIN STEEL SERVICE

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Heritage's attention to detail and confidentiality made our management team feel comfortable with the requirements needed during each phase of this deal. Their expertise in the steel industry made the process much more fluid than we believed possible. There were no surprises, which eliminated a lot of stress on our part.

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**MIKE YOUNG**  
President of Klein Steel Service

## HERITAGE CAPITAL GROUP

With over 45 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 45 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.

## DEAL TEAM

**HERITAGE**  
CAPITAL GROUP



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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.