

Metronome Partners Represents Ace Hardware

December 2012 – Metronome Partners, LLC (Metronome) served as exclusive financial advisor to Ace Hardware Corporation (Ace) in its acquisition of Westlake Hardware, Inc. (Westlake), a chain of 85 neighborhood convenience hardware stores located in the Midwest. Since 2006, Westlake was owned by Goldner Hawn Johnson & Morrison, a Minneapolis based private equity firm. Metronome worked with Ace to assist with due diligence, advise the Ace Board, and evaluate and negotiate transaction terms.

Ray Griffith, President and CEO of Ace, commented, “This is an important transaction for Ace, and we applaud Metronome’s expertise and ceaseless determination to achieve a successful outcome. Going forward, the Westlake platform represents a significant opportunity for Ace Hardware Corporation and our retailers.”

For more than 85 years, Ace has been known as the helpful hardware store in thousands of communities across America. With over 4,600 hardware stores locally owned and operated across the globe, and annual revenues in excess of \$3.7 billion, Ace is the largest hardware cooperative in the industry. In 2012, Ace ranked “Highest in Customer Satisfaction among Home Improvement Stores for the Sixth Consecutive Year,” according to J.D. Power and Associates.



Metronome Partners is an independent, Chicago and Memphis based M&A advisory firm that specializes in managing, structuring, and negotiating transactions of varying sizes and complexities in a broad range of industries. With over 200 transactions completed by Metronome's principals, the firm guides its clients through critical, value-based corporate finance alternatives, including strategic sales, recapitalizations, divestitures, and debt and equity placements. The firm focuses on middle-market businesses nationwide, valued from \$30 million to over \$500 million.

For additional information regarding Metronome Partners, please visit www.metronomepartners.com, or contact the firm’s Managing Partners, Jeff Rosenkranz or Randy Karchmer.



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