

Metronome Partners Announces Fourth Transaction in December 2012

December 2012 – Metronome Partners, LLC (Metronome) served as exclusive financial advisor to Ace Hardware Corporation (Ace) in the divestiture of its paint manufacturing business to The Valspar Corporation (Valspar). In addition to the divestiture, Ace and Valspar formed a long-term strategic alliance that supports Ace’s commitment to provide a complete, integrated and differentiated paint strategy to its retailers. Metronome worked with Ace to prepare marketing documents, compile diligence materials, approach leading paint manufacturers worldwide, evaluate and negotiate transaction terms, and advise the Ace Board.

“Our relationship with Valspar will allow Ace to create an enhanced customer experience that generates more paint sales for our valued owners. We have ambitious goals for our paint category, and this step puts Ace on the path to growing market share in liquid paint and increasing revenue opportunities for all Ace retailers,” commented Ray Griffith, CEO of Ace. Furthermore, Ace President and COO John Venhuizen commended Metronome’s efforts, saying “Metronome exceeded our expectations. This transaction is extremely important to Ace, and Metronome was a terrific partner throughout the process.”

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.



METRONOME
PARTNERS LLC

Jeff Rosenkranz
Managing Partner
Phone: (312) 239-1650
jrosenkranz@metronomepartners.com

Randy Karchmer
Managing Partner
Phone: (901) 682-0160
rkarchmer@metronomepartners.com