



Business Services Monthly May 2014 in Review

Business Services Headline Transactions

	Target	Acquiror	Acquisition Synopsis
	ValleyCrest	BRICKMAN	 Brickman and ValleyCrest, the nation's two largest landscape services providers, have agreed to merge, completing the largest M&A deal in landscape services industry history This transformative deal comes less than six months after KKR acquired Brickman for \$1.6b The combined entity will employ 20,000+ people and is expected to generate ~\$2.0b in annual revenues
	DESERT NDT	CONSCIENCES - GLOBAL SOLUTIONS	 ShawCor, a leading oil and gas pipeline services provider, acquired Desert NDT, a Houston-based provider of nondestructive testing services for new pipeline construction, for \$260m (~8.0x LTM EBITDA) Desert NDT's data-centric testing services will act as a vehicle to help advance ShawCor's integrity management strategy for customers' production, processing and pipeline assets
į			 Staffing 360 continued its aggressive roll-up strategy within the staffing sector, acquiring PeopleSERVE, a Boston-based regional staffing firm focused on mission-critical IT resources Staffing 360 has grown rapidly, moving from start-up in 2012 to a current quarterly run-rate of \$68m The company's stated goal is to scale to \$300m+ in annual revenue
		CCMP	 CCMP, a global buyout and growth equity firm, acquired a controlling interest in Hillman, a leading hardware and home improvement products distributor for \$1.5b (12.8x LTM EBITDA) Hillman is well positioned for future growth behind its new capital partner, leveraging a diverse footprint in value-added sourcing, logistics, inventory management and in-store merchandising services
			 Qualfon, a leading Mexican BPO services provider, acquired Center Partners, a U.Sbased call center and HR outsourcing company with 2013 revenues of \$110m Qualfon employs more than 10,000 people in Mexico, the Philippines, China and the U.S. Center was divested by Kantar, a wholly-owned subsidiary of advertising and marketing giant WPP





1-Year Revenue Growth



Leverage Multiples



EBITDA Multiples Over Time



Q1 '11 Q2 '11 Q3 '11 Q4 '11 Q1 '12 Q2 '12 Q3 '12 Q4 '12 Q1 '13 Q2 '13 Q3 '13 Q4 '13 Q1 '14 May '14

Facilities Services Transactions (May 2014)

Target	Acquiror	Target Description
Blue-Stream Services LLC	United Rentals Inc	Provides HVAC and power equipment rental services and equipment maintenance
Liberty Guard Service Inc	McRoberts Protective Agency Inc	Provides active and passive security services including guards, alarm response services, mobile security systems and remote monitoring
Next Generation Vending LLC	Aramark; A&B Vending Co.; Berkshire Food; et al.	Provides catering, vending and coffee services to corporate and institutional clients in the U.S.
American Residential Services LLC	Charlesbank Capital Partners LLC	Provides HVAC and plumbing services to homes and businesses through an asset light partner network (d/b/a ARS/Rescue Rooter)

Staffing Services Transactions (May 2014)

Target	Acquiror	Target Description
Advance Employment Enterprises Inc	AccessPoint LLC	Provides staffing services, including recruiting, temporary hire, trial-hire, direct-hire, executive search and HR administration services
EUROJOBS Personal- dienstleistungen	APS Austria Personalservice	Provides augmentation and staffing services for telephone marketing, HR administration, advertisement services and call center services
Franche Comte Interim	Groupe Proman	Offers temporary recruitment services in France
UK Sigma Consulting Ltd	Ford & Stanley Ltd	Provides executive, technical and engineering recruitment services, specializing in the areas of

BPO Services Transactions (May 2014)

executive and director appointments

Target	Acquiror	Target Description
SAI Global Ltd	Pacific Equity Partners	Provides information services and solutions to banks and financial institutions to manage risk and achieve compliance
CitiStorage LLC	Recall Holdings Ltd	Provides records management services, including warehouse and climate-controlled records storage, file retrieval and shredding services
2Touch Ltd	Parseq plc	Provides outsourced, multi-channel contact center, response handling and fulfillment services
Convergent Resources Holdings LLC	Account Control Technology Inc	Offers outsourced revenue cycle, receivables and customer care management services

Industrial Services Transactions (May 2014)

Target	Acquiror	Target Description
Meridian Waste	Here To Serve - Missouri	Provides waste hauling services, including commercial
Services LLC	Waste Division LLC	recycling, rolloffs and special events services
APRM Incorporated	Thorpe Specialty	Provides industrial maintenance, cleaning and waste
	Services Corporation	handling services (d/b/a Plant Maintenance Services)
Arctic Energy	Prospect Capital	Provides equipment and services for the oil and gas
Services LLC	Corporation	industry, including flow testing, contract pumping and
		fluid management
Oaks Disposal	Buckhorn Energy	Owns and operates a special waste landfill that
Services LLC	Services LLC	accepts solid waste primarily related to the
		exploration and production of oil and gas

Distribution & Logistics Transactions (May 2014)

Target	Acquiror	Target Description
Dongbu Express Co	KTB Private Equity	Provides cargo transportation, warehousing, passenger trans-portation and international logistics services
One Stop Logistics Inc	Echo Global Logistics Inc	Arranges transportation logistics services, including less-than-truck-load, truckload, temp-controlled and expedited shipping services
Hi-Line Utility Supply Company LLC	WESCO Distribution Inc	Distributes tools and equipment for the construction and maintenance of above and underground utility installations in the U.S.
Machinery Tooling & Supply LLC	DXP Enterprises Inc	Distributes cuttings tools, abrasives, coolants and industrial and safety supplies

TM Capital's Business Services Contacts



Jarrad S. Zalkin Managing Director jzalkin@tmcapital.com 617-259-2207



James S. Grien President and CEO jgrien@tmcapital.com 404-350-7943



Michael P. Locker Managing Director mlocker@tmcapital.com 404-995-6252

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New York 641 Lexington Avenue 30th Floor New York, NY 10022 Tel: 212.809.1360 **Boston** 200 Clarendon Street 25th Floor Boston, MA 02116 Tel: 617.259.2200

Atlanta 15 Piedmont Center NE Suite 1010 Atlanta, GA 30305 Tel: 404.995.6230

