

For more information please contact:

Doug Lovette 312-332-6484 or

Matt Clarke 480-626-0017

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## **Third Coast Capital Advisors Represents Almo Corporation in its Acquisition of International Audio Video Inc.**



**Third Coast Capital Advisors** served as exclusive financial advisor to Almo Corporation in its acquisition of International Audio Video. Through our Strategic Acquisition Search services, we identified International Audio Video as one of a number of strategic targets for Almo, who hired us to help support their plans to grow through acquisition. Our services included making contact with the company and starting a strategic dialog with its owners, as well as providing assistance on valuation, transaction structure and the negotiation and closing of the transaction.

This transaction represents the 10th proprietary acquisition that we have sourced and closed in the industrial distribution market. This transaction is another good example of our ability to identify and execute proprietary, strategic acquisitions for corporate buyers.

**International Audio Video Inc.** based in Ft. Lauderdale, Florida, is one of the nation's leading value-added distributors of professional audio/visual and digital signage products. The company represents the premier Pro AV brands in the industry including Hitachi, Panasonic, NEC, Samsung and sells to a variety of resellers, dealers and integrators across the U.S.

**Almo Corporation** is the nation's leading independent distributor of major Appliances, Housewares, Consumer Electronics and Professional A/V equipment. Founded in 1946, Almo is headquartered in Philadelphia, Pennsylvania, and operates 8 regional distribution facilities with over 2.5 million square feet of warehousing throughout the United States. As a result of the acquisition, Almo will now have revenue in excess of \$1.2 Billion and will expand globally through the procurement of International Audio's Latin American business.