

Engagement Summary

Overview

U.S. Concrete Precast Group (“USCPG” or the “Company”), headquartered in Middleburg, Pennsylvania, was a premium provider of highly customized architectural precast in Pennsylvania, New Jersey, New York, Connecticut, and Maryland. With an operating history of more than 50 years, the Company was a trusted provider of architectural precast products, supplying such high profile projects as Penn State’s Beaver Stadium, Eagles Stadium in Philadelphia, and the Long Beach Boardwalk in New York.

Its parent company, U.S. Concrete, Inc. (“U.S. Concrete”), seeking to focus exclusively on core ready mix concrete and construction aggregates businesses, USCPG was identified as a non-core business and positioned for divestiture. Accordingly, U.S. Concrete engaged Inlet Capital Group to facilitate a sale of USCPG.

Engagement Approach

Inlet Capital Group engaged as exclusive financial advisor to U.S. Concrete, initially evaluating USCPG’s strategic and financial position. Recognizing that the Company’s strengths lay in its longstanding customer relationships, custom manufacturing capabilities, and highly skilled personnel, Inlet Capital Group developed a confidential information memorandum (“CIM”) highlighting these and other merits. Distributing the CIM to dozens of interested parties that included strategic buyers, independent sponsors, private equity groups, and family offices, Inlet Capital Group led all aspects of this comprehensive sale process. Overseeing due diligence, management presentations, and final bids, Inlet Capital Group continued to advise U.S. Concrete on agreement terms, closing adjustments, and other relevant matters.

Results

The initial process yielded multiple indications of interest and final proposals, as well as an executed agreement with an multi-national private equity group. As the process neared completion, USCPG experienced a temporary slowdown in its manufacturing business, an event that prevented the transaction from closing.

Inlet Capital Group launched a renewed process, focusing on groups that advanced in the initial process, ultimately closing the transaction with a strategic buyer that supported the incumbent management team, enabling U.S. Concrete to complete its final exit from all non-core operations.

Additional Information

Inlet Capital Group provides strategy consulting and transaction advisory services exclusively to the construction materials and mining industries. Its clients include publicly traded companies, family businesses, and independent sponsors, as well as private equity and family office investors. For more information, please contact Greg Dayko at (561) 529-5569 or via email at gdayko@inletcapitalgroup.com.