

Baldwin & Clarke

CORPORATE FINANCE, INC.

CLIENT SUCCESS CASE STUDY



FACILITATING AN EXIT AND PROVIDING LIQUIDITY FOR THE PRINCIPAL OWNER OF A CLOSELY HELD NICHE WINDOW & DOOR MANUFACTURER

The Situation

The ownership of Menck Windows had developed, in partnership with an established German manufacturer, a niche window and door product line designed for sale and distribution throughout the US residential and commercial markets. The Company brought together an impressive and diverse management team and invested meaningfully in state of the art, German-built CNC machinery to produce mass customized tilt and turn fenestration products. Despite a proven ability to produce high-end products as well as cultivate a healthy sales pipeline, the Company encountered capital and liquidity constraints in the face of early stage operating losses and longer than anticipated sales cycles.

How BCCF Helped

BCCF was hired to help the Management and Shareholders of Menck assess their business plan and strategic alternatives. This process included the evaluation of seeking outside capital to support organic growth as well as alignment with joint venture partners that could help support and scale sales initiatives and provide entry into new markets. Growth opportunities aside, it became evident that the overriding goal was to transition the valuable operating assets of the Company to an acquirer well suited to leverage its manufacturing equipment and processes while at the same time insulating the principal Owner's investment.

The Outcome

With BCCF acting as its exclusive financial advisor, the Company canvassed a defined set of strategic manufacturers, as well as a select group of other potential buyers, to identify an acquiring group best positioned to utilize Menck's operating assets for the production of wood-based windows, doors and curtainwalls. The Company's assets were ultimately purchased by a growing North American strategic window and door manufacturer.

For more information on this transaction, contact [Jack Clarke](#), President, or [Peter Clarke](#), Senior Associate.

About BCCF:

BCCF is a division of The Baldwin & Clarke Companies and provides sophisticated investment banking, business valuation and corporate financial advisory services to small and middle market entrepreneurial companies and divisions of publicly traded corporations.

MERGERS & ACQUISITIONS | FINANCINGS | BUSINESS VALUATIONS | FINANCIAL ADVISORY

A North American strategic window & door manufacturer has acquired the assets of Menck USA, Inc.

**menck
windows**

A better world inside and out.™

FOR MORE ABOUT BCCF:

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