



## **Harren Equity Partners platform company Virginia Tile Company completes two acquisitions**

CHARLOTTESVILLE, Virginia, October 24, 2016 – Harren Equity Partners, a private equity firm dedicated to the lower middle market, is pleased to announce that Virginia Tile Company, LLC, (“Virginia Tile” or the “Company”), a building products distribution platform acquired in 2014, has completed two acquisitions in the past six months. Harren provided capital for these transactions through its third fund, Harren Investors III, with aggregate commitments of \$275 million.

Virginia Tile is the leading independent distributor of ceramic, porcelain, and natural stone tile in the Great Lakes region of the United States. Founded in 1928, Virginia Tile serves trade professionals in both the residential and commercial end markets with a broad selection of high quality tile and related products. Headquartered in Livonia, Michigan, the company supports its customers with eight showroom and warehouse locations throughout the region. Harren manages Virginia Tile in partnership with management and the Stephenson family (founders).

On April 1, 2016, Virginia Tile acquired ISC Surfaces (“ISC”), a wholesale distributor of floor covering and woodworking products. ISC was founded in 1947 and is headquartered in Kansas City, KS. The business distributes tiles (ceramic, porcelain, natural stone, glass and metal, etc.), hardwood flooring, resilient flooring (rubber & vinyl), tile and flooring accessories and woodworking products. ISC’s territories perfectly intersect with Virginia Tile to the South and West, with seven showroom and warehouse locations covering Kansas, Missouri, Oklahoma, northwest Arkansas and southern Illinois. David Kuenzle, President of ISC Surfaces, said “The synergies between ISC Surfaces and Virginia Tile will bring benefits to our customers, employees and supplier base. We truly believe this is one of those special situations where 1 + 1 will equal 3 for all stakeholders”.

On October 7, 2016, Virginia Tile completed its acquisition of RBC Tile & Stone (“RBC”). Founded in 1959 and headquartered in Minneapolis, RBC is a wholesale distributor of tile products with six locations across Minnesota, Wisconsin, Iowa, Nebraska and Kansas. Similar to Virginia Tile, RBC focuses primarily on mid- to high-end tile products for the commercial and residential markets. Brian Mark, Owner & President of RBC, said “We are excited for the opportunities that this merger brings to our business. I will continue to be part of this new entity not only as an equity partner, but also with a leadership role in the combined companies. Our employees are very pleased to continue to be part of an industry leading organization.”

William (“Bill”) Stephenson, Sr., President and Chief Executive Officer of Virginia Tile commented on the new partnership, “We couldn’t be more excited to have David, Brian, and their respective teams join the Virginia Tile family. When we launched our partnership with Harren in 2014 an exciting growth plan was put into action. David and Brian were presented with a number of attractive partnering options. Their choice to join Virginia Tile is a testament to a shared focus on our customers, our suppliers and our employees. We are actively seeking additional opportunities similar to ISC and RBC in order to further our growth initiatives.”

This investment builds upon the Harren team’s track record of sponsoring strong management teams in the building products industry. The firm’s principals have led previous investments in Republic Industries (kitchen and bathroom cabinets) and Connor AGA Sports Flooring Corporation (hard maple sports flooring systems), among others.

Harren Equity Partners is a Charlottesville, Virginia based private investment firm dedicated to the growth and development of industry-leading companies through the creation of strong partnerships with outstanding management teams. Harren’s unique approach focuses on operational excellence and insightful strategic analysis, rather than financial engineering. The principals of Harren have significant operating experience and work closely with portfolio company management teams to continue to grow companies and improve profitability. Harren focuses on investment

opportunities in the lower middle market, defined as companies with \$20 million to \$200 million of annual revenue in a broad range of industries.

For more information about the transaction or Harren Equity Partners, please visit [www.harrenequity.com](http://www.harrenequity.com) or contact George McCabe at 434.245.5800.

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