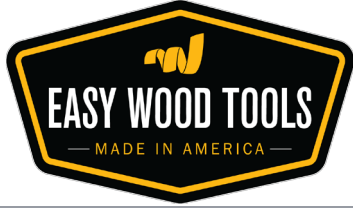




PRESS RELEASE



Easy Wood Tools acquired by Pony Tools

Industry: Niche Manufacturing

Role: Sell-Side Advisor



ABOUT THE DEAL


On July 28, 2015, Adjustable Clamp Company, dba Pony Tools, acquired 100% of the assets of Jackson Woodworking, LLC, dba Easy Wood Tools (EWT). Headquartered in Lexington, Kentucky, EWT is a market-leading manufacturer of premium replaceable carbide-tipped tools that has revolutionized the wood-turning industry.

The buyer, Pony Tools, is an Illinois-based tool manufacturer that currently sells nationwide under the Pony® and Jorgensen® brand names. The acquisition reflects Pony Tools' commitment to innovation and to supplying a full array of clamping and related tools used in the woodworking, metal working, industrial, and retail customer channels.


Hilliard Lyons Investment Banking (HLIB) was introduced to EWT by an advisor with a larger "Wall Street" firm that was unwilling to commit investment banking resources given EWT's relatively modest size. Unlike larger firms, HLIB specializes in complicated transitions involving lower-middle market, closely-held family businesses like EWT. HLIB was eager to meet with the owner and analyze the current market for niche manufacturing businesses like EWT.

HLIB stayed in contact with EWT's owner for almost 18 months before he decided to move forward with a potential sale. As with many small business owners, EWT's owner had been approached by numerous one-off "interested parties" in the past, and had spent months negotiating serially (and unsuccessfully) with potential suitors. This time, armed with HLIB's valuation assessment and net-proceeds analysis, the owner determined to proceed if a thorough, competitive bidding process could yield an attractive price and terms.

Over the next six months, HLIB marketed EWT and conducted multiple rounds of bidding and management interviews with a handful of targeted financial and strategic partners. Pony Tools ultimately proved to be the best match, given their valuation perspective and cultural fit. HLIB not only negotiated a purchase price higher than the initial assessment range, but also secured both a long-term employment contract for EWT's owner and a royalty agreement based on future sales of EWT products. Throughout the process, HLIB worked hand-in-hand with EWT's accounting and legal advisors to ensure a smooth transition for both the owner and EWT employees.

has been acquired by



Sell-Side Advisor

ABOUT HILLIARD LYONS INVESTMENT BANKING:

Hilliard Lyons Investment Banking employs a full-service model that brings "Wall Street" resources and experience to our "Main Street" clients. With offices in Louisville, KY, and Cincinnati, OH, our Senior Investment Bankers focus on advising lower middle-market and emerging growth companies in mergers & acquisitions, capital raising, and business valuation. See www.hlinvestmentbanking.com for details. Hilliard Lyons Investment Banking is a division of J.J.B. Hilliard, W.L. Lyons, LLC, a full-service financial services firm headquartered in Louisville.

FOR ADDITIONAL INFORMATION ABOUT THIS TRANSACTION, PLEASE CONTACT:

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