



### B&T BUILDING SERVICES HAS ACQUIRED RUGBY COMMERCIAL CLEANING

#### The Transaction:

Pursant's Investment Banking practice is pleased to announce that its client, B&T Building Services has acquired Rugby Commercial Cleaning.

#### About Our Client:

Headquartered in Bradford, PA, B&T Building Services is a family owned and operated commercial cleaning company that was founded in 1987. B&T provides full-service janitorial and floor care maintenance services to industrial facilities, commercial offices, medical institutions, and educational environments throughout Pennsylvania and New York.

#### About Rugby Commercial Cleaning:

Located in Orlando, FL, Rugby Commercial Cleaning is a locally owned and operated, full-service commercial cleaning company that has been providing janitorial services to customers for more than a decade. Rugby is widely known as one of the premier building service contractors in their market and has a reputation for providing consistent quality service to their customers.

#### How Pursant Helped:

Pursant acted as the sole Merger & Acquisition advisor to B&T Building Services for the transaction. In this role, Pursant is responsible for sourcing proprietary acquisition opportunities that align with B&T Building Services' acquisition criteria. Once Rugby Commercial Cleaning was identified as a potential acquisition opportunity, the Pursant team vetted and qualified the transaction opportunity and facilitated an introduction to the B&T Building Services' team. Pursant then performed preliminary due diligence and worked with B&T Building Services to negotiate the deal terms, assisted in due diligence and continued to advise through the documentation phase up until close.

#### Accolades:

##### Buyer Remarks

*Matthew Teribery, Business Development Director for B&T Building Services*

"We are excited to partner with Rugby Commercial Cleaning and look forward to continuing to build upon our relationship with Darrell and the Rugby Commercial Cleaning team as we expand and grow together in the future. Our companies share a similar belief of providing exceptional customer service and ensuring our employees are provided the support and resources necessary to foster continued personal and professional growth. Rugby's culture is very similar to ours and we are excited to enter into this mutual partnership with such a great team. We believe Rugby will be a strong platform for us to expand into the fast-growing Orlando market.

*We appreciate all of the help from the Pursant team, who were able to successfully source and facilitate this transaction. It has been a pleasure working with John and Mark and the rest of the Pursant team, who provided valuable insight throughout all stages of the deal process and were integral in helping us navigate the transaction and achieve a successful outcome."*

##### Seller Remarks

*Darrell Carpenter, Owner of Rugby Commercial Cleaning*

"We look forward to growing with B&T Building Services and are excited for the additional resources and support they bring to us as we continue to expand throughout Florida together. Their family-oriented culture is similar to ours and it is evident that we share a similar belief of taking care of our employees and ensuring our clients are always provided the highest quality service.

*It was a pleasure working with John and the Pursant team. I found them to be easy to work with and incredibly knowledgeable about the janitorial sector. They were an excellent resource and provided us with some helpful insight surrounding the market and current M&A trends."*

##### Pursant's Remarks

*John Lubenow, Senior Associate, Investment Banking*

"This is a transaction where the culture-fit of the organizations was extremely important and from early conversations it was evident that both companies shared a similar belief for conducting business. We are pleased to see these two organizations come together and are glad to have had such an integral role throughout the process. This was a great outcome for both parties and we look forward to seeing how they are able to grow and expand in the future."

#### About Pursant:

*Pursant is an investment banking, financial and management consulting firm that supports and executes middle market M&A related initiatives and helps business owners grow enterprise value.*

*We use a deep immersion process, our expansive networks and experience as owner/operators, dealmakers and financial professionals to effectively deliver on these critical initiatives for which most companies do not have the time, manpower or expertise.*