



## UNCOMMON CHEF HAS BEEN ACQUIRED BY FABIAN COUTURE GROUP

### The Transaction:

In July 2023, Uncommon Chef was acquired by Fabian Couture Group, LLC (“FCG”).

Established in 1901, FCG is one of the largest wholesale manufacturers and providers of rental and retail formalwear, uniforms and accessories. FCG has offices in the U.S. and Canada and distributes products across North and South America.

FCG is a portfolio company of Valesco Industries which is a Dallas, Texas-based private equity firm that has been investing in private and family-owned businesses since 1993, with a focus on manufacturing, distribution and business-to-business services.

### About Our Client

Recently rebranded from Uncommon Threads to Uncommon Chef (the “Company”), the Company was originally established in 1988 as a textile converter. Today, Uncommon Chef outfits tens of thousands of people on a daily basis across North, Central and South America as well as Europe.

The Company brand is known for its best-in-class quality of durable, comfortable and authentic culinary wear, delivered in the most-timely manner at the best possible price. The Company prides itself on being the premier brand of culinary apparel that goes beyond the ordinary regarding innovation, service, available stock, pricing and delivery.

### How Pursant Helped:

The owners of Uncommon Chef, Scott Verson and his wife Jody, started the business over thirty years ago. With the growth of the business over the decades and the success of the recent rebranding, Scott and Jody were seeking a partner to help fully optimize the great opportunities ahead and take the business to the “next level.”

With that mandate, Pursant was the Company’s exclusive M&A advisor managing the entire sale process from the initial stages of preparing the business for sale which, began several years ago, all the way through joining the parties at the “closing table.”

This process included the development of the go-to-market strategy, preparing various marketing materials and due diligence analysis tools, identifying and helping ownership evaluate potential partners, and supporting ownership throughout the transaction negotiations, due diligence and up to the closing of the transaction.

While there was considerable interest from both strategic and financial parties, FCG emerged as a great fit given its complementary industry focus, cultural alignment and Scott’s and Jody’s confidence in FCG’s ability to provide great opportunities to all its constituents including its dedicated employees, trusted vendor partners and esteemed client base.

### Accolades:

#### Buyer Remarks

*Joe Ferreri, Fabian Couture Group President and CEO*

*“Uncommon Chef is a clear leader in the foodservice apparel segment. Their chef and server apparel reflect the same innovation and high-quality standards FCG strives for in all our apparel. The brand is a perfect compliment to the existing FCG uniform line.*

*We appreciated the work Pursant did throughout the process and look forward to more opportunities together.”*

#### Seller Remarks

*Scott Verson, Uncommon Chef Founder*

*“We believe we found the right business partner in FCG; one that will continue the work we spent 35 years building. There’s nothing common about the product we’ve developed or the people we are proud to outfit every day, and FCG carries that same philosophy within the uniform and career apparel brands they produce. The Uncommon Chef and FCG customers will all benefit from the combination of the two organizations.*

*For over thirty years, I ran my business but now realize selling the business can be as complex as building it. For me, this was a new and different journey. I’m fortunate to have selected Pursant to guide me through this. Having their experience, perspectives, knowledge and general level headedness was a great asset to me. Plus, we had fun along the way. Thanks to the entire Pursant team that helped make this happen.”*

#### Pursant’s Remarks

*Scott Glickson, Managing Director*

*“Our team has known and worked with Scott and Jody for several years. It has been fun watching Scott tell us what the business was going to do and then seeing the business do it, time and time again. We enjoyed working with Scott and Jody every step of the way and wish them continued success. Fabian Couture is the perfect partner for Uncommon Chef, bringing the scale and leadership that will make the combination a great success.”*

### 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.*