

# **KASPER & ASSOCIATES**

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## **Walden's Distributing Sold to Rugby Architectural Building Products**

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**Rugby Architectural Building Products** of Concord, New Hampshire has acquired **Walden's Distributing, Inc.** located on Airport Freeway in Fort Worth, Texas. With this acquisition, Rugby now has twenty distribution centers across the country and two locations serving the Dallas/Fort Worth market.

Walden's history in Fort Worth dates back to 1953 when cabinetmaker **Marion Walden** began fabricating cabinets and countertops in the basement of the home shared with his wife, **Senorita**, and their children. Over time the business grew and transformed into a wholesale distributor of laminates, hardware, tools, equipment and supplies to the woodworking and cabinetmaking industries, becoming a preferred distributor of Wilsonart laminates. At the time of the sale, Walden's was owned by the late founder's daughters, **Kriszan Thomas** and **Karen Dye**.

According to Rugby President and CEO **David Hughes**, "Walden's, an iconic franchise in one of Rugby's largest revenue markets, gives Rugby great additional market presence in the Dallas/Fort Worth/Arlington metropolitan area, which was number one in the nation in 2012 for population growth."

Walden's owners retained **Kasper & Associates**, Fort Worth's premier merger and acquisition firm since 1984. Managing Partner **Layne Kasper** acted as the owners' exclusive representative by initiating, structuring and negotiating terms of the transaction with **Zach Coopersmith**, Partner with **Leading Ridge Capital Partners**, the Washington D.C./New York private investment firm that owns Rugby. Mr. Coopersmith noted, "Kasper & Associates went above and beyond what is typically expected from an investment banker. From the high quality 'no-fluff' offering memorandum to the significant time investment spent helping in due diligence, the team at Kasper & Associates was first-class all the way. They were responsive, professional, patient, understanding, and fair – all contributing to a successful transaction which was truly a win-win for both parties."

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