

Consumer Products and Services Deals for July 2019

Company Name	Description	Deal Synopsis
Beauty Quest Group	Manufacturer and marketer of hair care products. The company develops a range of hair care products including hair color and styling products for professional salons & specialty retailers and also offers contract manufacturing services to other leading marketers of hair care and other topical products.	The liquid division of Conair was acquired by Transom Capital Group on July 9, 2019 for an undisclosed sum. Cerberus Capital Management provided the financing for the transaction.
Cooper's Hawk Winery & Restaurants	Operator of a restaurant and wine club chain. The company operates upscale casual dining restaurants, full-service bars, private dining rooms and Napa-style wine tasting rooms.	The company was acquired by Ares Private Equity Group through an approximately \$750 million LBO on July 23, 2019.
CR Fitness Holdings	Operator of a chain of gyms. The company offers group fitness classes, dedicated spin and yoga studios, expanded facilities and a wide range of equipment to clients at numerous locations in West Florida and Atlanta.	The company received an undisclosed amount of development capital from North Castle Partners on July 10, 2019. The company will use the capital to expand both regionally and nationally through a mix of new greenfield locations and acquisitions.
Crunch Fitness	Operator of gyms and workout centers. The company's public gyms and workout centers are filled with modern strength and cardio equipment that is supported by its personal trainers that offer fitness programming, personal training and small group training at an affordable price, enabling customers to improve their lives through fitness.	The company was acquired by TPG Growth through an LBO on July 1, 2019 for an undisclosed sum.
Echelon Fit	Developer of a fitness platform designed to offer studio like fitness experience. The company's platform offers a workout routine which consists of various programs such as studio level cycle classes, yoga, home indoor exercise bikes and other core strengthening programs and it consistently fits user's schedule and can be carried out in home, enabling them to stay fit and healthy all while working out from just home.	The company received an undisclosed amount of development capital from North Castle Partners on July 11, 2019. The funds will be used as part of a growth strategy to bring live, studio-style connected fitness to a wider audience.

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Hooters of America	Operator of a chain of multi-cuisine restaurants. The company's focus lies in operating restaurants over 430 locations in 28 countries, featured with music, sports on large flat screens, and a menu that includes seafood, sandwiches, burgers, salads, and its original chicken wings.	The company was acquired by TriArtisan Capital Advisors and Nord Bay Capital through an LBO on July 01, 2019 for an undisclosed sum. As part of the transaction, the selling entities will each retain a stake in the Company.
Kopari Beauty	Operator of an e-commerce beauty brand creates a wide range of beauty products that are a natural extension of coconut oil's uses and benefits. The company's beauty brand includes organic coconut oil and is free from sulfates, silicone, parabens and other harmful ingredients enabling the beauty market customers to enjoy cutting-edge chemistry and superior natural ingredients to enhance the benefits of coconut oil and provide multi-purpose formulations that deliver effective results.	The company received \$20 million of development capital from Unilever Ventures, Mistral Equity Partners, University Growth Fund and L Catterton on July 16, 2019. Other undisclosed investors also participated in the round. The company will use the funding to enhance its commitment to product research and development.
Lew's Fishing	Supplier of fishing equipment and tackle. The company supplies casting reels, spinning reels, rods, related accessories and apparel to mass market retailers, sporting goods chains and specialty outdoor retailers.	The company was acquired by BDT Capital Partners through an LBO on July 17, 2019 for an undisclosed sum.
MedVet Medical & Cancer Centers for Pets	Provider of veterinary care services intended to provide specialty and emergency treatment for pet animals. The company's emergency and specialty hospitals are committed to providing care for clients and referring veterinarians offering treatments for pets in the areas of ophthalmology and radiation oncology.	The company received \$226 million of development capital from Stonehenge Partners, SkyKnight Capital and Goldman Sachs Merchant Banking Division on July 15, 2019.
Northern Brewer	Provider of brewing equipment designed to make beer. The company's products include brewing equipment, beer brewing kits, burners, kegging, winemaking kits and brewing recipes, enabling its customers to make home brewing beer.	The company was acquired by Blackstreet Capital Management through an LBO on July 11, 2019 for an undisclosed sum. ZX Ventures sold their stake in the company as part of the transaction.

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OTR Wheel Engineering	Manufacturer of tires and provider of tire-related services serving companies operating in sectors like defense, material handling, construction, oil and gas and others. The company's range of products and services includes off-the-road tires, wheels, mounted tires, wheel assemblies, rubber tracks, quality control testing, design and engineering, warehousing, Just In Time delivery(JIT) and others, enabling clients to reduce inventory costs.	The company was acquired by Owner Resource Group, PNC Erievue Capital and Fred Taylor through an LBO on July 2, 2019 for an undisclosed sum. As a result of this deal the company was recapitalized. PNC Erievue Capital provided subordinated debt as part of the transaction.
Slim Chicken's Development Company	Operator of a fast-food casual restaurant chain. The company's focus is on fresh, delicious food with southern flair in a fast-casual setting, offering fresh chicken tenders and wings cooked to order and served with house-made dipping sauces.	The company received an undisclosed amount of development capital from 10 Point Capital on July 17, 2019.
Trails.com	Provider of an information portal for hiking trails. The company provides a platform listing trails and campsites throughout North America, with topographic maps and filtering tools for precision research. The website also functions as a social platform, enabling users to create accounts, contribute information, save their searches and share information with other users.	The company, a subsidiary of LoveToKnow was acquired by AllTrails, via its financial sponsor Spectrum Equity, through an LBO on July 18, 2019 for an undisclosed sum.
Ultima Replenisher	Manufacturer of electrolyte drinks. The company offers sugar-free electrolyte hydration products that are made with non-GMO ingredients, enabling athletes and general health-conscious consumers to naturally replace the electrolytes needed by their bodies and improve performance.	The company was acquired by WM Partners through an LBO on July 2, 2019 for an undisclosed sum. The financing will be used for further channel expansion, new product development as well as pursuing strategic and complementary acquisitions.
Wash Time Express	Provider of car washing and other automotive care services.	The company was acquired by Mammoth Holdings, via its financial sponsors The Pritzker Organization and Red Dog Equity, through an LBO on July 15, 2019 for an undisclosed sum.

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WasteRetriever	Provider of waste collection and waste recycling services intended to provide service at the customer's doorstep. The company's service includes waste collection using a dual bin system in which one bin is used for waste and the other for recycling, enabling clients to outsource their waste management process.	The company was acquired by Valet Living, via its financial sponsors Ares Private Equity Group and Harvest Partners through an LBO on July 11, 2019 for an undisclosed sum.