

BDO CAPITAL ADVISORS ANNOUNCES THE RECAPITALIZATION OF JSI STORE FIXTURES, INC. BY CHAMPLAIN CAPITAL PARTNERS, LLC

BDO Capital Advisors, LLC (“BDO Capital”) is pleased to announce the closing of the recapitalization of JSI Store Fixtures, Inc. (“JSI”) by Champlain Capital Partners, LP (“Champlain”). As the exclusive financial advisor to JSI, BDO Capital prepared a confidential offering memorandum, identified a highly targeted list of potential buyers, and assisted management in structuring and negotiating the transaction.

JSI, a privately owned Company, headquartered in Milo, Maine is a leading manufacturer of store fixtures for the supermarket industry. The Company has enjoyed widespread recognition of its branded merchandising displays, which have attracted numerous customers including nationally recognized supermarket chains such as Hannaford of Maine, Food Lion, Stop & Shop, Price Chopper, Giant, Shaw’s and Pathmark.

JSI offers a comprehensive line of high-end merchandising displays used in the perimeter of grocery stores, including the produce, bakery, wine and floral departments. Consisting of more than 800 unique fixture designs, JSI’s displays are primarily manufactured from hardwoods, laminates, veneers and steel. The Company sells its products direct to its customers. JSI approaches customers with one-stop capabilities delivering a service level unmatched throughout the industry. Deeply rooted in the Company’s corporate culture is a commitment to best-of-class customer service. JSI boasts a 100 percent customer retention rate and the distinction of being recognized as the #1 vendor of millwork displays to its top ten customers.

Champlain Capital Partners is a \$140 million private equity fund dedicated to working with owners and management teams of middle-market companies. Champlain provides equity capital and financial, strategic, and operational expertise to assist owners and management teams in providing liquidity for shareholders, making strategic acquisitions, and financing major capital expenditures or growth programs. Since 1992, Champlain has invested over \$750 million in more than 45 companies. These investments have facilitated transfers of ownership and provided capital for growing businesses in partnership with management.

ABOUT BDO CAPITAL ADVISORS, LLC

BDO Capital Advisors, LLC, a wholly-owned affiliate of BDO USA, is a leading middle market investment bank that focuses on sell-side advisory, acquisition advisory, capital raising and board advisory services with offices located throughout the United States. The firm has deep industry knowledge, extensive cross-border transaction experience and superior execution capabilities. The firm has broad industry expertise and contacts having closed transactions within the Manufacturing & Distribution, Consumer, Food & Retail, Healthcare & Life Sciences, Business Services, Energy & Natural Resources and Technology, Media & Telecom sectors. Our seasoned investment bankers have collectively advised on hundreds of transactions for a variety of clients including family-owned businesses, entrepreneur-led companies, public corporations and leading private equity firms. Our professionals also draw upon the full depth and breadth of BDO USA’s national resources which include 60+ offices and over 5,000 professionals located through the United States.

The firm has worldwide access to buyers, sellers and offshore investors via the Corporate Finance practices of BDO International’s network of independent member firms which have been ranked collectively as a Top 5 global M&A mid-market advisor based on total deal volume announced in 2016, according to Thomson Reuters SDC. BDO International Corporate Finance firms operate in approximately 60 countries with over 2,000 professionals who are able to meet the investment banking needs of clients across the globe.

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