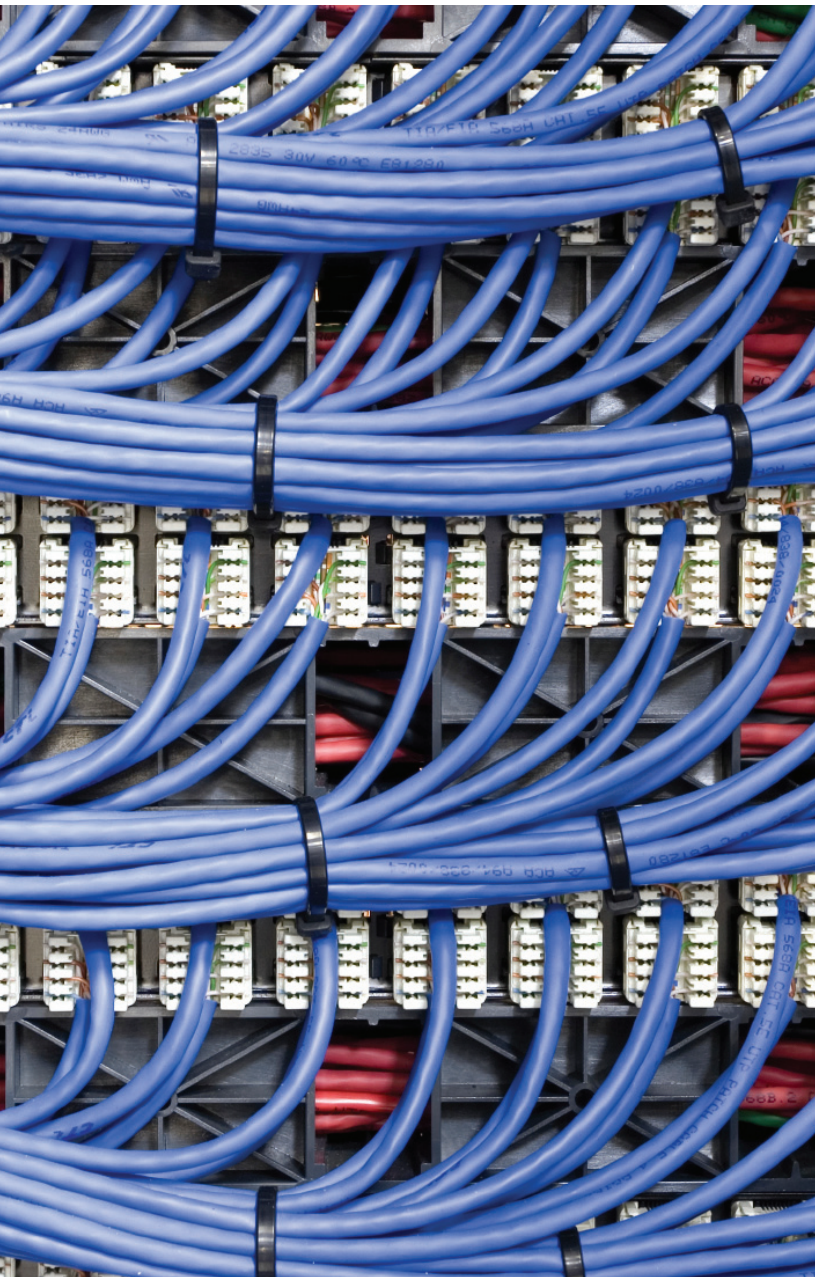


CASE IN POINT:
A DEAL THAT REQUIRED
SOME SOPHISTICATED
BEHIND-THE-SCENES SUPPORT.



P-W INDUSTRIES, INC. is one of the world's leading manufacturers of metal support systems called *cable trays*. These products carry electrical, communication and data cables throughout the infrastructure of large buildings such as hospitals, industrial plants, commercial offices and stadiums. CenterPoint conducted a controlled bidding process amongst a group of strategic buyers and private equity groups. It was an extremely competitive process resulting in offers from five multibillion-dollar companies, which substantially exceeded our client's expectations. The winning bidder was Legrand, a French manufacturing firm with \$5.5 billion in worldwide revenues.



I still can't believe the outcome of our deal. CenterPoint ran an extremely competitive process. It was exciting to see each bid come in higher than the last. Although we were negotiating with Fortune 500 companies, I always felt we were in control. Ultimately, we were able to choose our preferred buyer at the highest imaginable price.

*Steve Koundouriotis, CEO
P-W Industries, Inc.*

