



Brooks Crankshaw

Managing Director
(312) 283-0831

Brooks.crankshaw@thechicagocorp.com

Tom Denison

Managing Director
(312) 283-0819

Thomas.denison@thechicagocorp.com

Nick Nunley

Associate
(312) 283-0809

Nick.nunley@thechicagocorp.com



MILLER MECHANICAL INC.
COMMERCIAL & INDUSTRIAL
HEATING • A/C • REFRIGERATION

has been acquired by

**Unidentified
Strategic Buyer**

The undersigned acted as financial advisor to
Miller Mechanical, Inc. in this transaction



THE CHICAGO CORPORATION

March 2019

Chicago – March 2019. The Chicago Corporation (“TCC”) announced that it advised Miller Mechanical, Inc. (“Miller”) on its sale to an unidentified strategic buyer.

Founded in 2007, Miller is an elite provider of installation, repair and maintenance services of industrial, institutional and commercial heating and cooling systems.

Miller has a strong reputation for quality service, fast turnaround and unparalleled customer service with a primary focus on providing premium services, particularly in emergency and catastrophic situations. The Company is located in New Lenox, Illinois.

As they prepared for retirement, the Company’s owners sought a transaction that not only resulted in the maximum value offered in the market, but also preserved the Company’s legacy for service, expertise, and commitment to employees.

The unidentified strategic buyer is one of the largest commercial HVAC companies in the United States.

TCC engaged in a robust marketing process which generated significant interest from both financial and strategic buyers. TCC advised Miller throughout negotiations, actively participated in buyer due diligence and worked closely with seller’s counsel to help drive the transaction to a successful close while fulfilling all seller transaction objectives. The unidentified strategic buyer was ultimately selected based upon attractive terms as well as the excellent strategic and cultural fit. Terms of the transaction were not disclosed.

About The Chicago Corporation

The Chicago Corporation is an independent Chicago-based investment banking firm focused on providing middle-market companies with a range of financial and corporate advisory services including merger and acquisitions, institutional debt and equity capital raising, and financial restructuring. The Firm is committed to a “client-first” approach, which ensures that its professionals collaborate to find the best market-based solution for the client. For more information about The Chicago Corporation, its Investment Bankers, and Senior Advisors, please visit www.thechicagocorp.com.



Phil Clarke

Managing Director
(312) 283-0803
Philip.Clarke@thechicagocorp.com

Brooks Crankshaw

Managing Director
(312) 283-0831
Brooks.crankshaw@thechicagocorp.com

G. Stanley Cutter

Managing Director
(312) 283-0804
Stan.Cutter@thechicagocorp.com

Tom Denison

Managing Director
(312) 283-0819
Thomas.Denison@thechicagocorp.com

Fred Floberg

Managing Director
(312) 283-0802
Fred.Floberg@thechicagocorp.com

Diane Selph

Managing Director
(312) 283-0828
Diane.Selph@thechicagocorp.com

Dave West

Managing Director
(312) 283-0841
David.West@thechicagocorp.com

Introduction

Chicago-based investment bank with seven experienced Partners and over 25 senior advisors providing best-in-class investment banking advisory and transactional services to middle-market private companies and financial institutions with revenue of \$20 million and greater.

Why The Chicago Corporation?

Expertise

- Seasoned bankers with extensive industry, operational and transactional focus across multiple investment banking services.
- Elite team of senior advisors with diverse industry specializations and competencies.

Experience

- More than 250 years of banking experience across all major industry verticals including industrial and business service companies.
- Focus on mid-size companies and issues unique to them.

Services

- Broad range of investment banking services targeted to mid-size companies including sell-side and buy-side M&A advisory, debt and equity capital raise, and focused advisory and consulting engagements.

Collaboration

- Two or more senior bankers lead every engagement to provide expedited and best-in-class advice and execution.
- Diverse skills and experience provide broad perspective and customized solution.

Culture

- Dedication to becoming the trusted advisor to business stakeholders, developing long-term client relationships rather than short-term transactional contacts.
- Entrepreneurial passion – all Managing Directors are equal shareholders.

Reputation

- Exceeds client expectations by providing best-in-class, unbiased advice.
- Numerous client referrals.

Services

Mergers & Acquisitions Advisory

- Sale of Company
- Acquisitions
- Corporate divestitures/Spin-offs
- Leveraged buyouts
- Special situations/Distressed sales
- Public-to-private transactions

Private Capital Raising

- Senior debt
- Junior debt
- Convertible debt
- Preferred equity
- Common equity

Strategic and Financial Advisory

- Strategic alternatives analysis
- Preparation for a transaction
- Capital structure analysis
- Shareholder liquidity alternatives
- Financial restructurings
- ESOP advisory

Broad Industry Experience

