

HUSCH BLACKWELL ADVISES BUILDING CONTRACTOR ON SALE OF BUSINESS

For 40 years, Alpine Insulation has served homeowners and businesses throughout southern and central Wisconsin. With operations in Madison, Sheboygan, Menomonee Falls, Appleton and Weston, Alpine Insulation offers residential and commercial installation of insulation, drywall, flooring, painting, steel stud framing and ceilings.

Installed Building Products (IBP), the nation's second-largest insulation installer for the residential new construction market, approached Alpine Insulation with an offer to acquire Alpine Insulation as part of IBP's strategy to expand its Wisconsin presence. Alpine Insulation turned to Husch Blackwell, longtime advisor to the company and its owners, for advice on planning and structuring the transaction, negotiating the documents and consummating the deal.

To negotiate and close the deal effectively, Husch Blackwell managed the sale of the assets of three separate business entities (two LLCs and a corporation), the dissolution of the entities following the sale and distribution of the proceeds among Alpine's owners.

The acquisition of Alpine Insulation provided Installed Building Products with an enhanced presence in Wisconsin through a complementary business with strong local brands, exceptional customer loyalty and a strong management team.

ALPINE INSULATION CO.

Other Key Player: Schenck S.C.
Deal Location: Sheboygan, Wisconsin
Type of Deal: Asset sale
Size of Deal: Undisclosed
Principal Husch Blackwell Team Members: David Hertel, John Emanuel, Emily Hutchens, Kimberly Kirkpatrick (senior paralegal)
Practice Areas Involved: Corporate, Mergers & Acquisitions

