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has been acquired by



Salem Partners acted as financial advisor to Inwesco Incorporated

SALEM PARTNERS

## CRH Acquires Inwesco Incorporated

December 2022 – Azusa, CA & Ft. Worth, TX – CRH plc (NYSE: CRH), a Fortune 500 company and global leader in the building materials industry, has acquired Inwesco Incorporated (“Inwesco”). Inwesco designs, engineers and manufactures steel, aluminum, and stainless-steel products for overhead and underground distribution systems in the electrical, telecommunications and wastewater industries. The transaction enables meaningful synergies and new opportunities for both companies in the rapidly-growing infrastructure products market.

Owned by the Morris Family since 1999, Inwesco has grown its engineering capabilities and product offering as well as geographic presence by adding locations in Southern California and Texas. Inwesco and the Morris Family desired a partner who could provide resources for future growth, a stable foundation for employees and liquidity for shareholders. Salem Partners built a relationship with David & Lisa Morris over multiple years and delivered the ideal transaction to accomplish these goals.

Salem Partners orchestrated a competitive bidding process that included strategic and private equity buyers. Salem worked alongside Inwesco throughout the transaction on financial preparation, due diligence, buyer negotiations and company integration. “Salem did a remarkable job; they put together a highly successful team consisting of QOE and Legal and delivered quality companies for the evaluation. Once the LOI was signed Salem was successful in negotiating the highest value for Inwesco, Incorporated. If a company is considering a transaction, I would highly recommend Salem!” – Dave Morris, Inwesco Owner & COO

### About Inwesco Incorporated

INWESCO has enjoyed a great working relationship with Southern California Edison, LADWP, SDG&E, PG&E and many more utilities since 1967. In 1999, founder Les May sold INWESCO Incorporated to David and Lisa Morris, who both had a deep history in the utility world. From its infancy, INWESCO Incorporated has been committed to manufacturing quality American-made products at a fair price, all while making sure the customer gets what they need, when they need it. Inwesco’s vision over the past 50 years has been to partner with others to help connect and power America through innovation and a constant desire for improvement.

### About CRH

CRH is the leading building materials business in the world, employing 73,000 people at 3,155 locations in 29 countries. CRH plc is an international group that manufacture and supply a diverse range of integrated building materials, products and innovative end-to-end solutions, which can be found throughout the built environment, from major public infrastructure projects to commercial buildings and residential homes.

### About Salem Partners

Sell-side M&A | Buy-side M&A | Capital Raises | Strategic Advisory | Merchant Banking

Founded in 1997, Salem Partners is a boutique relationship-based investment banking and wealth management firm headquartered in Los Angeles.

Our capabilities have been developed since the firm’s inception to offer a unique and comprehensive base of knowledge regarding the values, risks and financing possibilities connected with the industries we serve.

Salem professionals have completed billions of dollars of transactions across various industries and are especially proud of the lasting client relationships built along the way.



**Caleb Smith**  
Managing Director  
[csmith@salempartners.com](mailto:csmith@salempartners.com)

**Charles Caldwell, PhD**  
Senior Associate  
[ccaldwell@salempartners.com](mailto:ccaldwell@salempartners.com)

**Eric Restic**  
Analyst  
[erestic@salempartners.com](mailto:erestic@salempartners.com)

Los Angeles, CA  
Dallas, TX  
[www.salempartners.com](http://www.salempartners.com)  
P: (310) 806-4200

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