

Grey Mountain Partners, In Connection with its Affiliate Company Consolidated Glass Holdings, Acquires Insulpane of Connecticut and Orchard Glass Distributors

HAMDEN, Connecticut — Grey Mountain Partners (“Grey Mountain”), in connection with its affiliate company Consolidated Glass Holdings, Inc. (“CGH”), has acquired Insulpane of Connecticut and Orchard Glass Distributors (collectively “Insulpane” or the “Company”). Headquartered in Hamden, Connecticut, Insulpane is an architectural glass fabricator and distributor serving a customer base across the Northeast region of the United States. The Company’s broad range of assets and decades of fabrication experience allow it to provide comprehensive product solutions.

Tom Ryan, CEO of CGH, said, “With a steadfast commitment to maintaining best-in-class service, Insulpane has built long-standing customer relationships that we look forward to continuing to support and grow. We are very excited about the addition of Insulpane to our growing presence in the architectural and security glass fabrication space. The Company opens up new markets for us and allows for additional cross-selling of products in conjunction with our other businesses.”

“We are thrilled to become part of the CGH and Grey Mountain family” said Fred Federico, President of Insulpane. “Along with our long-standing culture of customer service and quality products, this partnership will enhance our overall ability to provide our customers with an even higher level of service. As our industry matures and rebounds, our company will expand its footprint in the Northeast corridor and New England markets.”

Beth Lesniak, Vice President of Grey Mountain, said, “The acquisition presents substantial opportunity to continue to grow our presence in the architectural glass market, and we plan to further invest in the future of CGH through strategic acquisitions.”

About Consolidated Glass Holdings

Consolidated Glass Holdings, headquartered in Denver, Colorado, is a fabricator and distributor of impact resistant glass, architectural glass, metals and specialty products for the commercial and residential building maintenance, renovation and construction markets.

About Insulpane of Connecticut & Orchard Glass Distributors

Insulpane of Connecticut has over 30 years of operating experience in the architectural glass fabrication industry, with capabilities including cutting, tempering, laminating and insulating. The company sells to both the new construction and remodel markets and is a member of PPG’s Certified Fabricator Program.

Orchard Glass Distributors is a wholesale distributor of flat glass, mirrors and shower doors, while providing just-in-time cutting services and delivery to a diverse set of customers. The company was founded in 1983 and primarily serves Connecticut, New York and New Jersey.

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About Grey Mountain Partners

Grey Mountain Partners is a Boulder, Colorado-based private equity firm that focuses on partnering with management to create lasting value through operational improvements and buy and build strategies in fragmented markets. Grey Mountain invests in lower middle-market companies across a wide range of industries. For more information, please visit www.greymountain.com.

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