

FLASH REPORT | September 2026

Industrials: Contractor Supplies Distribution

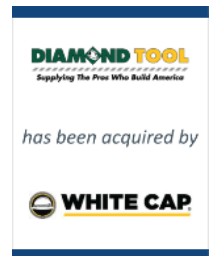
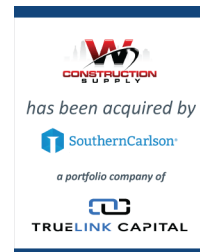
EdgePoint
(800) 217-7139
www.edgepoint.com



Sector Update

- **Deal Activity:** Transaction volumes across the contractor supplies distribution market have been led by national strategics and sponsor-backed platforms completing branch-level add-ons to extend coverage and product breadth.
- **Market Fragmentation:** There are roughly 26,600 U.S. distributors across materials, hardware, plumbing, HVAC, and electrical supply. About 90% earn under \$50 million yet account for only 16% of sales, leaving consolidators running hundreds of branches to compete against single-location operators for the same wallet.
- **Labor Constraint:** AGC's 2026 workforce survey found 87% of contractors are carrying open craft positions, and 88% of those firms call the roles harder to fill than a year ago. Scarce labor favors distributors that save hours for contractors through vendor-managed inventory, kitting, and jobsite delivery.
- **Data Centers Driving Demand:** About one in six ABC member contractors is under contract for data center work, the highest share the association has recorded. Those firms report 9.9 months of backlog against 8.3 months for contractors without it, concentrating product demand in a narrowing set of accounts.

Select Recent EdgePoint Transactions



For more information and insights, please contact us:



Matt Keefe
Partner
Head of Industrials Group

Phone: (216) 342-5863
Email: mkeefe@edgepoint.com

Contractor Supplies Distribution | September 2026

Select Transaction Profiles

White Cap Acquires Ace Contractors Supply



Target



WHITE CAP

Buyer



Sponsor

- **September 2026** – White Cap, a portfolio company of Clayton, Dubilier & Rice, has acquired Ace Contractors Supply.
- Based in Austin, Texas, Ace Contractors Supply is a distributor of concrete accessories, rebar, safety and consumable products, and other construction supplies serving contractors across Central Texas.

LKCM Headwater Investments Acquires DSG



Target



Buyer

- **July 2026** – LKCM Headwater Investments agreed to take Distribution Solutions Group (“DSG”) private at \$35.00 per share in cash.
- Fort Worth-based DSG distributes MRO products, tools, safety equipment, and test and measurement solutions.

QXO Acquires TopBuild



Target



Buyer

- **July 2026** – QXO has acquired TopBuild in a cash and stock transaction valued at approximately \$17 billion.
- Headquartered in Daytona Beach, Florida, TopBuild is the largest distributor and installer of insulation and related building products in North America.

SouthernCarlson Acquires WCS



Target



SouthernCarlson

Buyer



TRUELINK CAPITAL

Sponsor

- **May 2026** – SouthernCarlson, a portfolio company of Truelink Capital, has acquired W Construction Supply (“WCS”).
- Headquartered in North Canton, Ohio, W Construction Supply is a provider of rebar fabrication, concrete and masonry supplies, and equipment rental services for professional construction customers.

Truelink Acquires SouthernCarlson



SouthernCarlson

Target



TRUELINK CAPITAL

Buyer

- **January 2026** – Truelink Capital, a Los Angeles based private equity firm, has acquired SouthernCarlson from Kyocera Corporation.
- Based in Omaha, Nebraska, SouthernCarlson is a leading distributor and service provider of construction and industrial fasteners, tools, packaging, and supplies.

Leonard Green & Partners Acquires NEFCO



NEFCO

Target



LEONARD GREEN & PARTNERS

Buyer

- **January 2026** – Leonard Green & Partners has acquired NEFCO from Bertram Capital.
- Headquartered in Hartford, Connecticut, NEFCO is a value-added distributor of strut, hardware, anchors, rod and pipe hangers, tools, safety, and consumables, serving professional contractors across the United States.

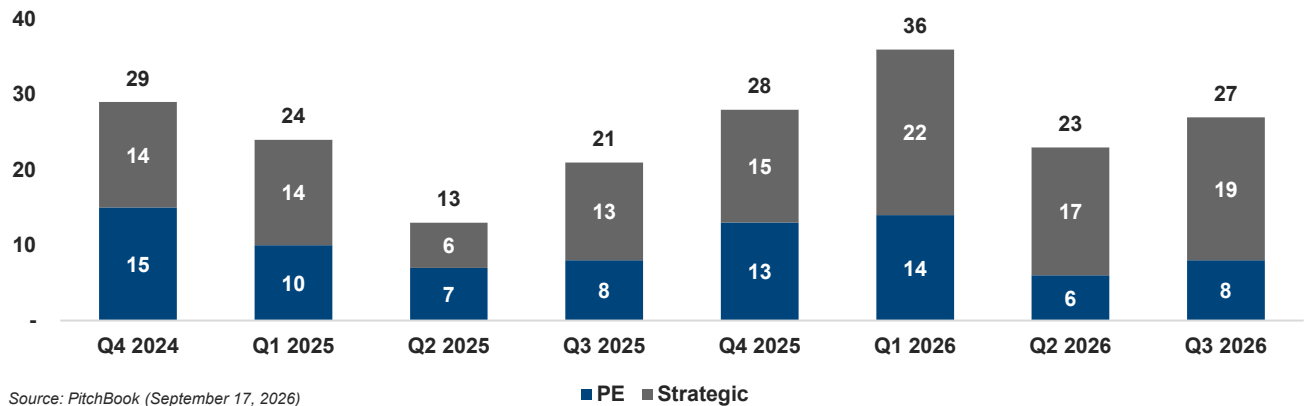
Contractor Supplies Distribution | September 2026

Select Recent Transactions (Last Nine Months)

Date	Target	State	Buyer	Financial Sponsor
Sep 26	American Fasteners	FL	Distribution Solutions Group (NASDAQ: DSGR)	LKCM Headwater Investments
Sep 26	Ace Contractors Supply	TX	White Cap	Clayton, Dubilier & Rice
Jul 26	Malvese Equipment	NY	Dobbs Equity Partners	-
Jul 26	Distribution Solutions Group (NASDAQ: DSGR)	TX	LKCM Headwater Investments	-
Jul 26	TopBuild	FL	QXO (NYSE: QXO)	-
May 26	Builders Supply Company	SC	US LBM	Bain Capital and Platinum Equity
May 26	W Construction Supply	OH	SouthernCarlson	Truelink Capital
May 26	Peak Trading Corporation	NY	GME Supply	Incline Equity Partners
Apr 26	Kodiak Building Partners	CO	QXO (NYSE: QXO)	-
Mar 26	Greenswald Supply Direct	MD	SouthernCarlson	Truelink Capital
Mar 26	Indiana Safety & Supply	IN	ASA Safety Equipment	Trivest Partners
Feb 26	Colony Hardware	CT	White Cap	Clayton, Dubilier & Rice
Jan 26	Lakeside Construction Fasteners	AR	DMI Direct Metals	Trivest Partners
Jan 26	SouthernCarlson	NE	Truelink Capital	-
Jan 26	NEFCO	CT	Leonard Green & Partners	-

Source: PitchBook (September 17, 2026)

Quarterly Transaction Volumes



Select Contractor Supplies Platforms (Date of Platform Investment & Sponsor)

