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Mallace Industries Announces Closing of Its Sale

New Haven, CT, December 2018 – VR Mergers & Acquisitions (“VR”), a Connecticut business brokerage firm serving business owners in the Northeast, is pleased to announce the closing of the sale of Mallace Industries Corporation to an investor group led by Robert Barrett.

Mallace Industries is a manufacturer of specialized printing equipment and associated supplies for printing directly on corrugated cartons and of coated stencils used for etching numbers on metal parts. The firm is located in a 20,000 square-foot facility in Clinton, CT.

After 30 years of ownership, Mark Bertelsen and his partners hired VR to find a buyer who would continue the company’s product lines. VR introduced them to the buyer, Robert Barrett, who after a twenty-year career in IT the last of which was with IBM, was looking for an opportunity to run his own business. Barrett commented, “I am confident that this acquisition is a perfect fit and will provide great opportunities for growth and profitability”. Mark Bertelsen stated, “My partners and I wanted to find a buyer with both a good business acumen and a passion for manufacturing which we believed was important to keep the firm running in a manner that our employees, customers and vendors had come to expect. Robert fit the bill on both counts and in fact, we believe he will bring the business to another level. We couldn’t be more pleased.”

Jeff Swiggett, President of VR Mergers & Acquisitions, commented that “We were very pleased to assist Mark and his partners in this transaction and quite honored to have been trusted with managing the sale. They built a great, niche manufacturer and we wanted to make sure we secured the right buyer which we did with Robert.”

About VR Mergers & Acquisitions

[VR Mergers & Acquisitions](#) in New Haven, CT is an award-winning officer that represents owners of businesses valued between \$500,000 and \$25 million or with annual revenues from \$1 million to \$30 million in the sale of their businesses. Operating within a wide range of industry segments, the office provides exceptional merger and acquisition advisory services to companies in Connecticut, New England and Metro NY. The company has been operating since 2008 and during that time completed over 80 transactions.

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If you would like more information about this topic, please contact Jeff Swiggett at 203-772-3773 or email at jeffs@vrnewhaven.com.