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# THE CHICAGO CORPORATION

## Transaction Announcement



has been acquired by



**Welch Packaging Group**

*The undersigned acted as financial advisor to Go Packaging, LLC*



**THE CHICAGO CORPORATION**

Chicago – May 2014. The Chicago Corporation (“TCC”), a leading middle market investment banking firm, announced that it advised Go Packaging, LLC (“Go Packaging” or the “Company”) on its sale to Welch Packaging Group, Inc. (“Welch”). The terms of the transaction were not disclosed.

Founded in 2003 by Michael Lane, Go Packaging is a leading manufacturer of corrugated boxes. The Company serves North America from their Lombard, IL headquarters.

Welch, a family-owned company founded by Scott Welch, has grown to be the largest network of packaging companies in the Midwest. Welch has eight geographic locations and over 600 associates with their headquarters in Elkhart, Indiana. Welch provides industrial, retail and product display packaging, as well as assembly and fulfillment solutions.

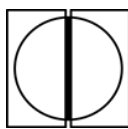
Go Packaging has a strong reputation for short lead times and quality products. Michael Lane and Jeff Miller, the two shareholders of Go Packaging, will bring great industry knowledge and relationships to the already well established Welch. The new division will operate as Welch Tri-State and will be led by Michael Lane allowing Welch to better serve customers in Illinois, Iowa and Wisconsin.

TCC advised the Company throughout the negotiations and successfully met all of the owner’s objectives. In addition, TCC actively participated in assisting the Company in meeting Welch’s due diligence requests and worked closely with the Company’s counsel to help drive the transaction to a closing within 45 days of the signing of the letter of intent.

### About The Chicago Corporation

The Chicago Corporation is an independent Chicago-based investment banking firm focused on providing middle-market companies with a range of financial and corporate advisory services including merger and acquisitions, institutional debt and equity capital raising, and financial restructuring. The Firm is committed to a “client-first” approach, which ensures that its professionals collaborate to find the best market-based solution for the client. For more information about The Chicago Corporation, its Investment Bankers, and Senior Advisors, please visit [www.thechicagocorp.com](http://www.thechicagocorp.com).

Securities transactions conducted through TCC Securities, LLC, an affiliated company,  
registered Broker / Dealer and Member of FINRA / SIPC.



## Introduction

Chicago based investment bank with over 30 experienced bankers and senior advisors providing best-in-class investment banking advice and execution, and business advisory services to middle market public and private companies and financial institutions with revenue \$20 million and up.

Willingness to engage business owners on traditional investment banking business, as well as for broader financial and business advisory services, to provide advice on financial, strategic and operational issues in order to increase the value of their businesses.

## Why The Chicago Corporation?

### Culture

- Clients come first – trusted advisors to business owners
- Relationship driven – not transaction-driven

### Experience

- Seasoned bankers with extensive industry, operational and transactional experience
- Elite team of senior advisors with diverse industry specializations and competencies

### Collaboration

- Two or more bankers lead every engagement to provide best-in-class advice and execution
- Client benefit from firm-wide thinking

### Relevance

- Entrepreneurial passion – all managing directors are owners
- Ability and willingness to engage in purely advisory / consultative roles

### Excellence

- Goal to exceed client expectations by providing best-in-class, unbiased advice
- Success measured by client referrals and endorsements – Results

## Services

### Mergers & Acquisitions Advisory

- Sale of Company
- Corporate Divestiture
- Acquisition Advisory
- Special situations /Distressed sales
- Leveraged buyouts
- Going private transactions
- Fairness opinions
- Valuations

### Private Capital Raising

- Senior debt
- Junior debt
- Convertible debt
- Preferred equity
- Common equity

### Financial Advisory Services

- Strategic alternatives analysis
- Capital structure analysis
- Debt capacity analysis
- Recapitalizations/Financial restructurings
- Preparation for a Transaction
- ESOP Advisory

### Strategic Advisory Services

- Performance assessment
- Strategy development
- Execution support

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