

Windward Advisors, LLC

A Sell-Side, Buy-Side, Corporate Growth and Exit Advisory Firm

Windward Advisors, LLC (“Windward”) is pleased to announce the following sale



Has been acquired by
Worth Higgins & Associates

The undersigned acted as exclusive advisor to
Stern's Printing and Engraving Co.
on this sale transaction

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Stern's Printing and Engraving Co. (“Stern's”), is a highly successful marketing, printing supply and fulfillment services provider headquartered in Richmond, VA, with an office in Atlanta, GA. Ben Harper, President of Stern's stated, "Stern's has earned a reputation for quality through our attention to detail and strict control of the production process. We have long admired Worth Higgins & Associates because of their strong reputation for quality, service and product innovation. We are excited about this partnership and the additional services it will bring to our client base." Mr. Harper also commented “Windward Advisors, led by Steve Howell, handled the entire sale process for our company with expertise, attention to detail and integrity.”

Worth Higgins & Associates (“WHA”) is employee-owned and one of Virginia's largest sheet fed commercial printing firms. Rick LaReau, their Chairman and CEO, stated “The acquisition of Stern's is a perfect fit for WHA. The culture of Stern's exemplifies integrity, so they will fit in very well with our team.” Benny Bowman, President and COO of WHA is excited about the acquisition and future growth of Stern's and commented, “By taking advantage of WHA's arsenal of equipment, additional service offerings and buying power, Stern's will be able to continue to expand their business.” Stern's and its employees' will operate as a standalone division of Worth Higgins & Associates, making for a smooth transition for its customer base.

Windward Advisors, LLC (“Windward”) specializes in helping business owners better prepare their businesses in order to maximize shareholder value by providing strategic planning and corporate growth advisory services, and by representing owners in the execution of sale, acquisition, and capital structuring transactions. Windward is an advocate of ensuring that business owners are knowledgeable about their alternatives and properly prepared before pursuing transactions. Steve Howell a Co-Founder of Windward stated; “We are so pleased to complete the successful sale of Stern's to WHA. The synergies between both companies are excellent and will allow for continued expansion of the unique and successful relationships and services that Stern's has developed over the years. It was our pleasure to work closely with the owners of Stern's through the entire sale process.”

For more information, please contact:

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Mr. Howell and Mr. Johnson are Registered Representatives of, and Securities Products and Investment Banking Services are offered through BA Securities, LLC, Member FINRA SIPC
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