

PITTSBURGH – November 7, 2023

PNC RIVERARCH CAPITAL INVESTS IN CLAYTON KENDALL

PNC Riverarch Capital (“Riverarch”) is pleased to announce an investment in Clayton Kendall (the “Company”), a leading provider of branded merchandise and marketing materials to franchised and multi-unit corporate customers, offered through customized e-commerce programs.

Clayton Kendall is a program provider of corporate branded merchandise and marketing products to franchised and multi-unit customers across the US and Canada. The Company manages one-stop-shop programs for customers with a product offering that includes apparel, uniforms, marketing materials, promotional products and signage, all provided through custom white label websites. Headquartered in Monroeville, PA, Clayton Kendall sources product from hundreds of vendors globally, and also has value-add capabilities including, warehousing, fulfillment, kitting, embroidery, design, and more.

Riverarch partnered with brothers and Clayton Kendall founders Dan and Mike Broudy on the investment, who will continue to lead the business.

Dan Broudy, CEO of Clayton Kendall, commented, “The Clayton Kendall team is excited to partner with Riverarch. We were looking for an experienced partner that would respect the historical success and family culture of the business, while providing the resources to support our growth.” Added Mike Broudy, President of the Company, “The future is bright for Clayton Kendall. We intend to aggressively pursue growth, both organically and via strategic partnerships.”

“We are grateful for the opportunity to partner with the Broudy family and look forward to building upon their impressive history of success” said Andrew Wiechkoske, Managing Director with PNC Riverarch. Daniel Leppy, Senior Associate with PNC Riverarch, added “The Company has built a strong reputation in addressing the complex needs of franchised and multi-unit corporate customers. We’re excited to help the Company continue building upon its leading position, while supporting accelerated growth.”

The transaction for PNC Riverarch was led by Andrew Wiechkoske, Managing Director; Daniel Leppy, Senior Associate; and Amy Pickett, Associate. Wiechkoske and Leppy will represent PNC Riverarch on the Board of Directors. Confluence Advisors represented Clayton Kendall, and senior debt financing was provided by First Commonwealth Bank and Dollar Bank.

PNC Riverarch is a middle-market private equity firm which invests in privately held companies in North America and Europe. The firm seeks well positioned companies where it can invest in support of leveraged and management buyouts, corporate divestitures, and growth financings. The firm is based in Pittsburgh, Pennsylvania. For more information, please visit www.pncriverarch.com.

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