



CASE STUDY



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V&S UTILITIES GROUP - ORGANIC AND INORGANIC INVESTMENT SUPPORTING GROWTH



V&S Utilities provides fabricated steel and other products and services to the electrical transmission and distribution market, which is steadily growing as the US invests in upgrading aging electricity infrastructure. The US investment in strengthening the resilience and reliability of the electrical grid is backed by bipartisan infrastructure bills, and V&S Utilities is very well positioned to serve this market sector. Hill & Smith has made significant investments to increase the footprint, capacity and capabilities of V&S Utilities, acquiring an Ohio fabrication company in 2018 and most recently through the acquisition of Capital Steel Service in New Jersey in January 2024.

With the acquisition of Capital Steel Service, V&S Utilities now consists of four locations that produce structural and tapered tubular steel products as well as packaging services for electrical components. The new business is highly complementary to our existing activities and will further accelerate our strategy in this high-growth market. The acquisition will expand our geographical customer base, generate material cross-selling opportunities and provide additional manufacturing capacity and capability.

In addition, we are also investing in our V&S Utilities plant in Burton, Ohio, with construction of an extensive addition to the facility underway to further increase capacity and serve the electrical utility customers in the northeastern US market.

As our geographic footprint in the US expands, our focus on safety, customer support and quality will remain our top priority.