

Transaction Advisory Services for Family-Owned Companies

About Western

Western Commerce Group is a family-owned M&A and strategic advisory firm that has spent twenty-five years helping business owners navigate complex transactions with discretion and care. We focus on developing long-term relationships with our clients, ensuring that when the time comes to explore a transaction, they have an advisor who understands their goals and values the legacy of their business.

Being family-owned ourselves, Western understands the unique challenges and opportunities that come with managing and transitioning such companies. Our experience working with over 150 families throughout North America has equipped us to provide tailored strategic advice that honors the legacy and values foundational to the family business enterprise. Ultimately, we seek to help companies secure the right path forward – whether that means strategic growth, partnerships, or long-term transition planning.

Our Values

Confidentiality

Relatability

Creative Solutions

Attention to Detail

Our Services

- Mergers & Acquisitions
 - Company Sales & Recapitalizations
 - Partner Buyouts
 - Capital Solutions Advisory
 - Buy-Side Advisory
 - Special Situations
- Strategic Advisory
 - Pre-Sale Optimization Planning
 - Succession Planning
 - Estate Planning
 - In-Depth Company Valuations

Testimonials

"Working with Western was another relationship-driven thing. They were great people to have a relationship with."

Matt Mingus | Team Construction

"They have experience with entrepreneurs, family companies like mine. And so, it felt like a perfect match."

Bill Sims | Accent Wire

"Dustin Smith [MD at Western] was always available for phone calls and text messages. We stayed in direct communication the entire process and even after the process."
Chip Bean | Bean Electrical

The Western Way

At Western, we don't believe in conducting cookie-cutter, one-size-fits-all processes. Clients who work with Western get a highly personalized and concierge-like level of service. Each transaction is as unique as the people who created and operate the underlying company. When you work with Western, you have a team of dedicated experts who remain committed to you throughout the entire relationship – which can often span years and, in some cases, family generations.




Select Transactions

- Team Construction
 - Utility Infrastructure Contractor
 - Nashville, Tennessee
- Accent Wire
 - Industrial Distribution
 - Tomball, Texas
- Bean Electrical
 - Electrical Construction Contractor
 - Fort Worth, Texas
- Safety Test & Equipment
 - Safety Products Distributor
 - Shelby, North Carolina



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Industries Served

Specialty RetailLogisticsDistributionManufacturingFood & BeverageInfrastructure ServicesResidential ConstructionAnd More

Relationships

Western is a relationship-first firm, meaning our focus is primarily on developing a genuine friendship with business owners across the country. Along the way, we seek to understand their interests, dreams, and what makes their company unique so we are best positioned if the desire for a transaction arises. Accordingly, most of our deals do not occur until several years after initial introductions are made.

Your Team

Turner Holthaus
turner@western-companies.com
346-502-3823

Jack Todd
jack@western-companies.com
817-632-8003

Rick Groesch
rick@western-companies.com
817-632-8002

Don Woodard III
dwoodard@western-companies.com
817-632-8008