

Outdoor Living Supply Acquires Woodward Landscape Supply

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Rochester, MN – February 2, 2022 – Outdoor Living Supply (“OLS”), a distribution platform for outdoor living products with a focus on hardscapes, announced today it has acquired Woodward Landscape Supply (“Woodward”), an independent distributor of hardscaping materials, natural stone and other outdoor living products and accessories.



Based in Phoenixville, Pennsylvania, Woodward Landscape Supply was founded in 1994 to serve the retail and contractor hardscape markets and is currently run by Mark Woodward and Barbara Babcock. The Woodward family has deep knowledge of the concrete manufacturing industry and hardscape installation, allowing them to provide exceptional technical support to their DIY and professional customers. Their five-acre facility has facilitated an expansion of inventory and display areas to meet the growing product demands of their market.

“I am excited to welcome Woodward Landscape Supply to the OLS family. This new partnership gives us entry into the Pennsylvania market, increasing our presence and scale in the Northeast,” commented Brian Price, CEO of OLS. “The strong alignment between the Woodward’s and OLS’ cultures and values along with our shared commitment to our people make this a natural fit and provide an excellent platform for future growth.”

Mark Woodward and Barbara Babcock, owners of Woodward Landscape Supply, added, “We have always believed in putting our customers first and that providing a rewarding work environment for our employees is key to inspiring exceptional customer service. We immediately recognized that OLS shares our core values and that our partnership would provide our customers great value and our employees with the best possible opportunities. We trust OLS to be an excellent steward of the legacy we have built and are genuinely excited to see what the future holds for our employees, customers and suppliers alike.”

About Outdoor Living Supply

Outdoor Living Supply is a distribution platform for outdoor living products with a specific, differentiated focus on hardscapes. OLS seeks to partner with family- and founder-led companies with shared values and local heritage. By leveraging deep industry relationships, OLS supports its companies’ growth both organically and through strategic acquisitions while providing the products, resources, technology, and training to enhance the customer experience and create new opportunities for its employees. Outdoor Living Supply launched in partnership with Trilantic North America in late 2020, which invested in the platform to support its growth across key verticals including: hardscapes; outdoor living; landscape accessories; outdoor lighting; and bulk materials.

For more information, visit www.outdoorlivingsupply.net.

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About Trilantic North America

Trilantic Capital Management L.P. ("Trilantic North America") is a leading, growth-focused middle market private equity firm focused on control and significant minority investments in North America. Trilantic North America's primary investment focus is in the business services and consumer sectors. Trilantic North America has managed six private equity fund families with aggregate capital commitments of \$9.7 billion. Trilantic North America has been recognized by Inc. Magazine's 2021 list of Top Founder-Friendly Investors and has been named one of Growthcap's 2021 Top 25 Private Equity Firms for Growth Companies.

For more information, visit www.trilanticnorthamerica.com.

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