



DEAL ANNOUNCEMENT

April 2026



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I cannot thank the team from ArkMalibu enough! The entire team was amazing, and they were there for us every step of the way. Their experience helped me personally in so many ways as well – emotionally, strategically, and tactically. I am very grateful that Dan Dungan introduced me to ArkMalibu!”

Bruce Garner
Owner, BAES

ArkMalibu Advises Broken Arrow Electric Supply in Its Sale to Graybar

ArkMalibu served as the exclusive financial advisor to Broken Arrow Electric Supply (BAES) in its sale to Graybar. Terms of the deal were not disclosed. This transaction marks ArkMalibu's ninth closed deal in the electrical distribution sector — a track record that reflects deep market knowledge, a broad network of strategic buyers, and a refined process built specifically for industrial and distribution businesses.

Founded in 1977 and headquartered in Broken Arrow, Oklahoma, BAES is a well-established electrical distributor serving the residential, commercial, industrial, and OEM markets. The company also offers automation and control solutions, power distribution centers, specialty wire and cable, light assembly, and LED lighting and design. Operating across seven locations in eastern Oklahoma, BAES built a strong regional reputation over nearly five decades.

Graybar, a leading national distributor of electrical, industrial, automation, and connectivity products, completed the acquisition as part of its strategy to accelerate growth and deepen its regional presence. As a subsidiary of Graybar, BAES will continue to operate under its existing name, with the same team, locations, and supplier relationships intact — ensuring continuity for customers and employees alike.

For business owners in the electrical distribution and industrial supply space, this transaction is a demonstration of what a well-run sale process looks like: a qualified buyer, strategic alignment, operational continuity, and a deal structure that preserves the legacy the seller spent decades building.

ArkMalibu's sell-side only position, sector expertise, and proven process are designed to attract the right buyers, create competitive tension, and close on terms that reflect the true worth of the business.



Considering a sale? ArkMalibu is the investment bank for business owners. Our sell-side expertise, sector focus, and customized process are built to maximize value and find the right fit.

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Deal Team



Rene Robichaud
Chairman & Partner



Dan Dungan
Senior Advisor



Joseph Skidmore
Associate



Luke Knopf
Associate

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About ArkMalibu

ArkMalibu is the investment bank for business owners. With nine closed transactions in the electrical distribution industry in the past six years, our sell side process is built to maximize value and find the right strategic fit.

Broken Arrow Electric Supply represents
ArkMalibu's ninth electrical distribution deal.



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Download *Sell Well*, a practical guide to the M&A process and what it takes to sell your business with confidence.

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