



Next Chapter  
Advisory Group

December 15, 2025

Justin Norman  
Alcrete  
1 Tower Lane, Suite 1750  
Oakbrook Terrace, IL 60181

Dear Justin,

My name is Ewing Gillaspay. I work with closely held precast and concrete operators across the Southeast, typically through quiet, one-to-one conversations.

I'm reaching out because I represent a well-run, multi-plant precast and pipe company that asked me to speak with a small group of respected operators. Your company was on that short list.

This is not a broker blast, and there is no expectation that you are considering a sale. In many cases, these conversations are simply a way to compare notes and see whether a partnership or transition might make sense at some point; now or in the future.

The group I represent is family-run, values long-tenured crews and quality workmanship, and is intentionally avoiding a roll-up or private equity model. They are flexible on structure and take confidentiality seriously.

If you'd be open to a brief, private conversation, I'd welcome the chance to introduce myself and explain why your company stood out.

Warm regards,

Ewing Gillaspay  
Partner, Next Chapter  
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*P.S. Even if a transaction is never in the cards, I'm always interested in learning from owners who have built durable operations.*