

JOSEF B. VOLMAN

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Josef B. Volman was not looking to leave his firm in New York City in 1999, when he found himself sitting across a deal table from Frank A. Segall of Burns & Levinson in Boston.

But the meeting must have gone well, because not long after, Segall invited him to join him and they have been colleagues ever since. For Volman, relocating to his hometown represented an opportunity to focus more on mid-market transactions, the area of corporate transaction law that excited him the most.

Since becoming co-chair of the firm's business law practice, the group has more than quadrupled in size, from 10 lawyers to more than 40. Volman typically handles more than 30 transactions per year with constant deal flow ranging between \$10 million and \$200 million.

The deals Volman handles tend to be noteworthy for their sophistication. For instance, Volman counseled a health-food and beverage company recently on its \$320 million sale to a private equity firm. That deal entailed significant and numerous tax restructuring elements.

Other recent transactions include a \$125 million sale of a global technology company to a private equity firm, a \$110 million sale of a consumer products company, and the \$90 million sale of a fintech company.

In 2022, Volman advised Everett-based Andler Packaging Group, a fourth-generation, multi-family-owned business, on its sale to Berlin Packaging, the largest hybrid packaging supplier in the world.

For the deal to go through, it was essential that Volman was able to create a structure that would allow all employees to remain with the company and that would preserve the families' legacy.

Also in recent years, Volman has developed an expertise in working with podcasting companies. The 2021 \$30 million sale of Advertise-Cast, a podcast advertising company, was his third major podcasting industry deal since 2018.

*Business
Transactions 2024*



ACHIEVEMENTS AND PROFESSIONAL ACTIVITIES

President, Association for Corporate Growth, Boston Chapter; past-president, board of directors, Jewish Family Service of Metrowest; member, board of directors, Jewish Family Service of Metrowest; lecturer, business law, Gordon Institute, Tufts University