



# **VR** MERGERS & ACQUISITIONS™

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PRIVATE EQUITY  
GROUPS

# VR PRIVATE EQUITY GROUPS

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# Alliance Holdings, Inc.

## **Business Description**

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Alliance Holdings is a 100% employee owned holding company that maximizes returns to its employee owners by investing in a diverse set of profitable, well managed manufacturing companies. Our belief is that employee ownership, through the use of a captive ESOP structure, provides the greatest benefits to both the selling shareholder and the employee participants.

Alliance offers a number of advantages in a transaction including

- 1) liquidity for selling shareholders on a tax-advantage basis;
- 2) a diversified retirement benefit for target employees through the Alliance ESOP;
- 3) superior corporate structure due to ESOP tax benefits and
- 4) corporate stability going forward.

## **Current Investments List**

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Trachte Buildings Systems – Pre-engineered steel building manufacturer  
The Sharon Companies – Steel stair and railing manufacturer  
Accord Industries – Concrete pole manufacturer  
Universal 100 – PVC pipe manufacturer  
Southern Manufacturing – Traffic control enclosure and sign manufacturer  
Alexander Marketing Services – Business-to-business marketing agency

## **Contact Information**

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**Name: Ken Wanko** Title: Director, Acquisitions Email: [Wanko@allianceholdings.com](mailto:Wanko@allianceholdings.com)  
Ken Wanko is Director, Acquisitions for Alliance Holdings. Prior to joining Alliance in 2005, Ken was a founding member of the ESOP corporate finance group in the investment banking group of Houlihan Lokey Howard and Zukin. During his tenure at Houlihan Lokey, Mr. Wanko advised on some of the largest and most innovative employee buyouts in history, including the 100% employee buyouts of Appleton Papers and IIT Research Institute.

Mr. Wanko holds a Master of Business Administration from Duke University's Fuqua School of Business (1998) and a Bachelor of Science in aerospace engineering (cum laude) from The University of Michigan (1992)

**Name: Sam Whitaker** Title: Associate Email: [Whitaker@allianceholdings.com](mailto:Whitaker@allianceholdings.com)  
Samuel J. Whitaker is Associate, Acquisitions. Prior to joining Alliance in 2005, Sam was an investment banking analyst in both the education industry group of Legg Mason Wood Walker and the global health care group of HSBC Securities (USA).

Sam holds a Bachelor of Arts in Philosophy from The University of Pennsylvania.

711 York Road  
2<sup>nd</sup> Floor  
Willow Grove, PA 19090  
Tel. 215-706-0873  
Fax 215-706-0877  
[www.allianceholdings.com](http://www.allianceholdings.com)

# Aureus Capital

## Business Description

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### Strategy

Aureus Capital's strategy is simple. We concentrate on the enduring success of our portfolio companies by:

- Partnering with management to develop and execute a strategy driving long-term sustainable growth
- Enhancing systems and procedures
- Recruiting additional management resources
- Creating management incentive programs to align interests with shareholders
- Identifying and completing add-on acquisitions

Aureus Capital is different than other private equity firms in two meaningful ways. First, we are not restricted in our investment horizon allowing Aureus Capital to act in the best interest of the company and shareholders. Second, we invest in smaller growth oriented companies that typically fall below the investment threshold of other private equity groups.

### Investment Criteria

#### Company Size

- EBITDA between \$500,000 and \$5,000,000

#### Company Characteristics

- Market segment leadership or niche with defensible market position
- Sustainable cash flows
- Growth opportunities – internal or via acquisition

#### Geography

- United States

#### Industries

- Business Services
- Consumer Products
- Specialty Manufacturing

#### Control

- Lead equity sponsor
- Co-investment with likeminded equity sponsors
- Minority investments with attractive liquidity options

#### Types of Businesses

- Privately-held businesses
- Corporate divestitures

## Contact Information

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**Name: Corey Golde**

**Title: Managing Director**

**Email: [cgolde@aureuscap.com](mailto:cgolde@aureuscap.com)**

Corey Golde is the Managing Director of Aureus Capital which he founded in 2006. Mr. Golde has 13 years of private equity investing experience. He was previously a Managing Director and co-founder of Goense Bounds & Partners, a \$225 million middle market private equity fund. And Allstate Private Equity where he was one of four professionals managing approximately \$300 million in direct private equity investments. Mr. Golde has served on the Board of Directors of several companies including Image Technology Group, Pretium Packaging Hollinee and EDG/SW Holdings. Mr. Golde earned a BS degree in Finance from the University of Illinois and a MM from the Kellogg Graduate School of Management at Northwestern University. He is also a Chartered Financial Analyst (CFA).

Tel. 847-910-5899

Fax 847-604-9934

[www.aureuscap.com](http://www.aureuscap.com)

# Capital Southwest Corporation

## **Business Description**

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Capital Southwest focuses on non-control equity investments, partnering with successful management teams to fund the continued growth of their companies. As a publicly-owned corporation Capital Southwest has the flexibility to hold investment positions for the long term, unlike limited-life partnerships. The combination of our long-term investment perspective and our willingness to take minority interest positions differentiates Capital Southwest from traditional buyout and private equity firms. Our preferred investment size is \$3 to \$10 million. Consider CSC when your client wants a *partner rather than a new boss*.

In addition, we selectively invest in management buyouts and recapitalizations, in control and non-control positions, for companies with enterprise values ranging from \$15 to \$75 million.

Capital Southwest has investments in excess of \$550 million and over \$100 million of investment capacity. We will consider investments anywhere in the U.S. and have diverse industry interests.

## **Current Investments List**

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Alamo Group, All Components, Balco, Boxx Technologies, Chase Medical, Dennis Tool Company, Encore Wire Corporation, Extreme International, Heelys, Lifemark Group, Media Recovery, PalletOne, Palm Harbor Homes, PharmaFab, RectorSeal, Texas Capital Bank, VIA, Wellogix, Whitmore Manufacturing

## **Contact Information**

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**Name:** Bill Ashbaugh                      **Title:** Senior Vice President                      **email:** bashaugh@capitalsouthwest.com  
Bill joined Capital Southwest in 2001. Previously, he served as Managing Director in the corporate finance departments of Hoak Breedlove Wesneski & Co, Principal Financial Securities, Inc. and Southwest Securities and as First Vice President, Corporate Finance, with Rauscher Pierce Refsnes (now RBC Dan Rauscher). His experience includes direction of public offerings, private placement and merger and acquisitions transactions. He holds an MBA summa cum laude from The University of Texas at Austin and a BS summa cum laude from Texas A&M University

12900 Preston Road  
Suite 700  
Dallas, TX 75230  
Tel. 972-233-8242  
Fax 972-233-7362  
[www.capitalsouthwest.com](http://www.capitalsouthwest.com)

# ClearBid Capital

## Business Description

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ClearBid Capital is a private equity investment and merchant banking firm specializing in the acquisition and disposition of distressed companies and assets. Our prospective is broad, and our resources deep, giving us the flexibility to participate in a wide variety of special situations.

We pride ourselves on being able to structure and execute creative, non-traditional transactions. Whether we are analyzing an operating company or division, a non-producing facility or asset group, or disparate and orphaned assets.

Transaction size:

- We will deploy a minimum of \$500,000 of equity into a given transaction and we have the resources to deploy \$250 million.

Industries:

- We invest across a wide spectrum of industries, including but not limited to energy production, healthcare, manufacturing, and transportation.

Geography:

- Global.

Type:

- We will not consider venture capital.

## Contact Information

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**Name: Gregg Streibig**

Title: Vice President

Email: [gregg@clearbid.com](mailto:gregg@clearbid.com)

Before joining ClearBid Capital, Gregg was a Vice President at a boutique investment bank in New York. He also previously managed the merger and acquisitions research division of a financial analytics firm. He holds a MA in International Economics and Finance from Fordham University, and a BA in Psychology from the University of Maryland.

**Name: Peter Hartheimer**

Title: Sr. Vice President

Email: [peter@clearbid.com](mailto:peter@clearbid.com)

Peter was formerly the President and CEO of Generative N/C Technologies, Inc., an engineering technology firm specializing in factory floor automation. Additionally, he was the General Manager of FMS Software Technologies a division of Finn-Power International, Inc., a capital equipment manufacturer. His company's services were engaged by marquee clients such as Deere and Company, Textron, UTC and Boeing. He has successfully built and managed both a national and international sales team and a development organization. He brings fifteen years of operational management and business development to the ClearBid team. His knowledge base includes enterprise level manufacturing, machinery, and equipment.

295 Madison Avenue  
31<sup>st</sup> Floor  
New York, NY 10017  
Tel. 212-894-2976  
Fax 501-423-8672  
[www.clearbid.com](http://www.clearbid.com)

## Conwed, a Leucadia National Company

### Business Description

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Conwed, a Leucadia National Company focuses on middle market industrial acquisitions on behalf of Leucadia National Corporation, a publicly traded diversified holding company. Our investment objectives concentrate on partnering with management focused on generating operating cash flow to maximize long term shareholder value. Management equity participation encouraged.

### Current Investments List

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Conwed Plastics – engages in the design and fabrication of plastic netting products

Goober Drilling Corporation – provides oil and gas drilling services to exploration and production operating companies in the United States

Idaho Timber Corporation – provides wood products to markets in North America.

Premier Entertainment of Biloxi – engaged in the design, development, and construction of the Hard Rock Hotel & Casino Biloxi in Mississippi

### Contact Information

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Name: Lee Vandermyde

Title: Vice President – Corporate Development

Email: [lee.vandermyde@conwedplastics.com](mailto:lee.vandermyde@conwedplastics.com)

Corporate Office  
315 Park Avenue South  
New York, NY 10010

Executive Office  
529 East South Temple  
Salt Lake, UT 84102

[www.leucadia.com](http://www.leucadia.com)



## **Evolve Capital, Ltd.**

### **Business Description**

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Evolve Capital is a private equity firm focused on leveraged recapitalizations of entrepreneurial service businesses with historical growth and defensible margins. Evolve principals have partnered with entrepreneurs to take their businesses to the next level since 1993. We invest our own money, which lets us make investment decisions quickly.

We provide entrepreneurs with liquidity up front and also upon exit through their retained equity stake. In between, we provide professional management and a strong partnership, which increases shareholder value and attracts more potential buyers. Our entrepreneur and management team partners focus on operating their businesses while we focus on positioning companies to maximize value upon exit.

Target investments have \$2.0 to \$4.5 million of LTM EBITDA and track record of growth, but lack many of the systems, financial controls, management processes and business plans that other private equity firms may require.

Areas of interest include, but are not limited to:

- Lower middle market service businesses that are asset light and growing rapidly.
- Entrepreneurs who have not gotten traction when approaching strategic buyers and traditional financial investors.
- Companies in a regulated environment who require an experienced partner.

### **Current Investments List – 2006 Activities**

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In partnership with the founders, Evolve completed the leveraged recapitalization of Med-Depot, Inc. in May '06. Founded in 1996, Med-Depot is a rapidly growing provider of durable medical equipment to approximately 3,000 patients of over 50 hospice providers in Indiana, Ohio, Oklahoma and Texas. [www.meddepotinc.com](http://www.meddepotinc.com)

Evolve, together with the company's chief operating officer, completed the leveraged recapitalization of Hy-Line Enterprises, Inc. in May '06. Hy-Link is an established manufacturer of tow-able recreational vehicles and park model units. [www.hylinetrailers.com](http://www.hylinetrailers.com)

Evolve completed the leveraged recapitalization of Controlled Contamination Services, LLC during August '06. CCS provides state-of-the-art cleaning and contamination services to pharmaceutical, medical device, semiconductor, aerospace and other high-technology companies. [www.cleanroomcleaning.com](http://www.cleanroomcleaning.com)

### **Contact Information**

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Richard Diamond	<a href="mailto:richard@evolvecapital.com">richard@evolvecapital.com</a>
Jeff Baker	<a href="mailto:jeff@evolvecapital.com">jeff@evolvecapital.com</a>
Ryan Shultz	<a href="mailto:ryan@evolvecapital.com">ryan@evolvecapital.com</a>

2200 Ross Avenue  
Suite 4050  
Dallas, TX 75201  
Tel. 214-222-4800  
[www.evolvecapital.com](http://www.evolvecapital.com)

# Florida Capital Partners

## Business Description

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Since 1988, FCP has managed over \$350 million of equity for investing in owner recapitalizations, management buyouts and buy-ins, family succession recapitalizations, and industry consolidations. During this time, FCP has invested in over 40 companies and has completed over 100 add-on acquisitions. We have sole discretion over the capital entrusted to us by a group of investors including university endowments, institutional funds and wealthy families. We view our role as a supportive financial partner who allows management to retain autonomy over daily operations. FCP has proven to be a highly effective partner to senior management as they execute their long term growth strategies. In fact, for companies seeking to grow through acquisitions, we provide the add-on acquisition capital to our management partners on a non-dilutive and non-capital call basis.

## Current Investments List

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Criteria: Niche manufacturers, value-added distributors, or specialty service companies; revenues - \$8 - \$100 million; Adjusted Pre-Tax Income - \$2 - \$10 million; Companies which are leaders in their industries and have a high regional or national market share; Diverse and stable customer base, preferably with no customer representing more than 20% of sales; Strong management; Geographical focus within the Continental US.

Industries We Avoid: Commodity products; Early stage venture deals; Restaurants; High-tech products; Biotech; Real Estate; Capital intensive heavy equipment; Computer software or hardware; Retail.

## Contact Information

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**Name: Scott J. Heberlein** Title: Vice President Email: [sjh@fcpinvestors.com](mailto:sjh@fcpinvestors.com)  
Mr. Heberlein joined FCP in June 2000. He is currently a Vice President on the deal origination side of the firm working to source and gather information on potential acquisition targets. Mr. Heberlein's primary responsibilities include communication and correspondence with investment bankers, business brokers, company owners, and other deal sources; as well as development of marketing materials. Mr. Heberlein also works on the transaction side of the firm on all LOI stage deals in completing due diligence, drafting financing memoranda, negotiating legal documents, and arranging debt financing. Mr. Heberlein earned a BS degree in finance from the McIntire School of Commerce at the University of Virginia.

**Name: Joshua D. Kuder** Title: Vice President Email: [jdk@fcpinvestors.com](mailto:jdk@fcpinvestors.com)  
Mr. Kuder joined FCP in April 2004. Prior to FCP, Mr. Kuder worked in the Corporate Finance department of Legg Mason Wood Walker, Inc. Mr. Kuder specialized in providing strategic advisory services to middle market companies. He holds a BS in Business Administration from the University of Richmond. Mr. Kuder's primary responsibilities include communication and correspondence with investment bankers, business brokers, company owners and other deal sources; as well as development of marketing materials. Mr. Kuder also works on the transaction side of the firm on all LOI stage deals in completing due diligence, drafting financing memoranda, negotiating legal documents, and arranging debt financing.

Bank of America Plaza  
101 East Kennedy Boulevard  
Suite 3925  
Tampa, FL 33602  
Tel. 813-222-8000  
Fax 812-222-8001  
[www.fcpinvestors.com](http://www.fcpinvestors.com)

## Goense Bounds & Partners

### Business Description

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Goense Bounds & Partners (“GB”) is a Chicago-based \$225 million private equity firm which invests in leading middle-market companies. The principals of GB have been investing in private equity for 18 years and have completed 31 platform deals and 83 add-on acquisitions. Our investment goal is simple: to rapidly increase profitability while optimizing strategic positioning. We do so in partnership with management. And we design incentive plans to reward value creation during our ownership. We often purchase entrepreneurial companies that lack the systems, processes or complete management teams that larger companies have and are prepared to bring those resources to our investments. We invest in companies with EBITDA in excess of \$2 million in the following industries: Building Materials and Services, Consumer Products, Business Services and Specialty Manufacturing.

### Current Investments List

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- ❑ **CrossCom National** – leading provider of maintenance and installation services for voice, data, wireless, paging and point-of-sale systems for national retailers
- ❑ **Dixie Homecrafters** – leading marketer and installer of residential replacement gutter systems, windows and sliding doors through 12 locations in the eastern United States
- ❑ **Emess Design Group** – leading designer and supplier of residential indoor lighting
- ❑ **M&L Roofing** – residential roofing contractor serving the re-roofing and new construction markets
- ❑ **Phillips Tile** – kitchen countertop fabricator and tile contractor serving national builders
- ❑ **Pretium Packaging** – manufacturer of plastic containers for the food, pharmaceutical and consumer products industries
- ❑ **SteinWorld** – leading designer and distributor of accent furniture
- ❑ **US Builder Services** – holding company for
  - **Capital Drywall** – largest residential drywall contractor in Southern California
  - **L&S Plumbing** – largest plumbing contractor serving national builders in Texas
  - **Melco** – largest electrical contractor serving homebuilders in Florida

### Contact Information

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**Name: Mark A. Bounds**

**Title: Managing Director**

**Email: [mab@goensebounds.com](mailto:mab@goensebounds.com)**

Mark Bounds is a Managing Director of Goense Bounds & Partners, which he co-founded in 2000. Mr. Bounds has served on the Board of Directors of several portfolio companies including Norcraft Industries, Pretium Packaging, Sportcraft, Hollinee, DBL Labs, Preferred Pipe, L&S Plumbing, Emess Design Group, Stein World, Dixie Homecrafters, M&L Roofing, KL Direct, and US Builder Services. Prior to forming Goense Bounds & Partners, Mr. Bounds was a Director at Allstate Private Equity since 1996. From 1995 until joining Allstate Private Equity, Mr. Bounds was the Vice President of Corporate Development for GAF Corporation, the largest roofing company in North America. He was a co-founder and Principal of Heller Equity Capital Corporation from 1988 to 1995. Before joining HECC, Mr. Bounds was with Heller Financial’s leveraged buyout senior debt lending group from 1985 to 1988.

272 East Deerpath Road  
Suite300  
Lake Forest, IL 60045  
Tel. 847-735-2033  
Fax 847-735-2003  
[www.goensebounds.com](http://www.goensebounds.com)

# Harbour Group

## Business Description

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Harbour Group is a St. Louis based privately-owned operating company with a demonstrated record of success in acquiring and building high-quality companies. Harbour Group was founded in 1976, and since that time has acquired and built over 140 companies.

### Investment Criteria – New Core Acquisitions:

- Product-oriented businesses (generally manufacturing / value-added distribution)
- Enterprise value of \$30-\$500 million
- Headquartered in North America
- Market leader with clear competitive advantages (e.g. brands, proprietary products, services, unique customer relationships)

### Investment Criteria – Add-on Businesses:

- All sizes considered for complementary businesses
- Strategic fit with a current portfolio company
  - o Lubrication equipment; automotive aftermarket performance parts, games and amusements used in restaurants, pubs and bars, and auxiliary equipment for plastic injection molding

## Current Investments List

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Lincoln Industrial (<http://www.lincolnindustrial.com>)  
Alemite (<http://www.alemite.com>)  
Merit Industries (<http://www.meritind.com>)  
Games Warehouse (<http://www.gwhl.co.uk>)  
Rowe International (<http://www.roseinternational.com>)  
Auto Meter Products (<http://www.autometer.com>)  
Southern Heat Exchanger (<http://www.souheat.com>)  
AEC/Sterling (<http://www.aecinternet.com>)

To view our current portfolio or acquisition history, please visit:  
<http://harbourgroup.com/companies/current-portfolio.html>  
<http://harbourgroup.com/companies/acquisition-history.html>

## Contact Information

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**Name:** Steve Fox

**Title:** Managing Director

**Email:** [stevefox@harbourgroup.com](mailto:stevefox@harbourgroup.com)

7701 Forsyth Boulevard  
Suite 600  
St. Louis, MO 93105  
Tel. 317-727-5550  
Fax 314-727-7664  
[www.harbourgroup.com](http://www.harbourgroup.com)

# ICV Capital Partners, LLC

## Business Description

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ICV Capital Partners (“ICV”) is a New York-based private equity investment firm with over \$440 million of committed capital. ICV focuses on investing in smaller middle market companies that have strong, defensible market positions and growth potential where “buy-and-build” and other value enhancement opportunities exist.

ICV invests in companies with revenues of \$25-\$100 million and EBITDA of \$5-\$15 million. Additionally, we will consider smaller transactions for add-on acquisitions by portfolio companies.

## Current Investments List

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## Contact Information

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Name: Cory Mims

Title: Principal

Email: [cmims@icvcapital.com](mailto:cmims@icvcapital.com)

Prior to joining ICV, Mr. Mims was a Principal of TSG Capital Group, LLC (“TSG”), a Stamford, CT based private equity firm with more than \$740 million of committed capital. He was responsible for structuring acquisitions, coordinating due diligence, negotiating debt financing, monitoring portfolio companies and managing the disposition of investments. Prior to TSG, Mr. Mims was in the investment banking division at Salomon Brothers, Inc. in New York and London, where he was involved with a variety of mergers and acquisitions and corporate finance transactions. Mr. Mims has a BBA degree in finance from Howard University and a Masters of Business Administration from Harvard Business School.

666 Third Avenue  
29<sup>th</sup> Floor  
New York, NY 10017  
Tel. 212-455-9609  
Fax 212-455-9616  
[www.icvcapital.com](http://www.icvcapital.com)

# KCB Management

## Business Description

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KCB Management, founded in 1986, is a long-time, control investor in growing small to medium size businesses. KCB's long-term investment perspective and our commitment of personal capital rather than third-party capital differentiate us from traditional buyout and private equity firms. We offer sellers significant liquidity today while providing long-term continuity to their businesses. This philosophy allows KCB to build strong relationships with management and nurture solid, growing portfolio companies without the pressures of a short exit timeframe.

### Investment Focus:

- \$1 to \$5 million of EBITDA with margins of greater than 10%
- \$3 to \$50 million in recurring revenue
- Strong management willing to stay with the business and retain an equity stake
- Significant, identifiable organic and/or acquisition growth potential
- High differentiated business model, products and/or services
- Strong market position with identifiable barriers to entry
- Limited customer concentration
- Require control position (economic or voting) with substantial participation by management
- Public and private companies as well as divisional divestitures will be considered; turnaround, bankrupt and distressed situations will not be considered

### Geographic Orientation:

Companies located in the Western U.S. with a preference given to businesses located in Southern California. We will consider exceptional opportunities throughout North America.

## Current Investments List

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### Industry Focus

- Retail
- Consumer products and services
- Business services/outsourcing (including technology and software tools)
- Healthcare services (especially skilled nursing facilities)
- Education and training services (for-profit) and products
- Light manufacturing
- Value-added distribution.

## Contact Information

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Name: Bob Blair

Title: Managing Director

Email: Blair@kcbm.com

Name: Lorin Knell

Title: Managing Director

Email: Lknell@kcbm.com

20 North Raymond Avenue  
Suite 250  
Pasadena, CA 91103  
Tel. 626-356-0944  
Fax 626-356-0996  
www.kcbm.com

## LaSalle Capital Group, L.P.

### Business Description

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LaSalle Capital Group, L.P. is a \$115 million fund focused on lower middle-market leveraged buyouts and recapitalizations in the United States. The Principals of LaSalle Capital Group collectively have over 35 years of leveraged buyout experience and have completed 30 transactions and 20 realizations. We pursue investments in a variety of sectors including consumer products, food and beverage, manufacturing and business services. We add value to companies by providing strategic operating focus and promoting rapid appreciation through internal growth and acquisitions.

### Current Investments List

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Violet Packing, LLC – October 2004, Williamstown, NJ

The leading East Coast processor of fresh-packaged, all-natural, tomato products, including pizza and spaghetti sauces, crushed tomatoes and whole tomatoes. Products are sold under the Don Pepino, Sclafani, and Violet brand names to leading food service distributors, contract feeding organizations, buying clubs and grocers.

Advanced H2O, LLC – June 2005, Bellevue, WA

The leading producer of private label bottle water in the Pacific Northwest. The Company bottles both purified and spring water for leading national retailers, under the retailers own “store brands”.

Academy of Healing Arts, LLC – September 2005, Las Vegas, NV

For-profit vocational school focused on job training for entry-level healthcare fields. Academy offers four primary programs: medical assistant, medical office IT, massage therapy and phlebotomy.

Environmental Lighting Concepts, Inc. – March 2006 – Tampa, FL

ELC, a/k/a Ott-Lite, designs and markets floor and table lamps that simulate natural daylight.

### Contact Information

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**Name: Kelly Cornelis**

**Title: Vice President**

**Email: [kcornelis@lasallecapitalgroup.com](mailto:kcornelis@lasallecapitalgroup.com)**

**Name: Rocco Martino**

**Title: Principal**

**Email: [rmartino@lasallecapitalgroup.com](mailto:rmartino@lasallecapitalgroup.com)**

5710 Three First National Plaza  
70 West Madison Street  
Chicago, IL 60602  
Tel. 321-236-7041  
Fax 321-236-0720  
[www.lasallecapitalgroup.com](http://www.lasallecapitalgroup.com)

## Lincolnshire

### Business Description

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Lincolnshire Management, Inc., founded in 1986, is a private equity firm focused on acquiring and growing middle market companies. Lincolnshire is headquartered in New York, with regional offices in Los Angeles, Chicago, Atlanta, and Boston. The firm pursues acquisitions, corporate divestitures, management buyouts, and mergers of private and closely held public, small and middle market companies. Lincolnshire manages over \$1 billion of private equity and recently closed a new \$435 million fund, Lincolnshire Equity Fund III, which has closed its first six investments. The firm has invested in a wide variety of industries through more than 50 acquisitions over the past 20 years, and it has been very successful working with both unique and conventional buyout situations. Many of Lincolnshire's professionals have operating backgrounds and are able to assist portfolio company's management teams in realizing their objectives.

### Current Investments List

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<b>Prince Tennis / Ektlon</b>	Prince is a premier brand in tennis, squash and badminton industries. Ektlon is market leader in the racquetball sector. Revenue \$100MM.
<b>AMPORTS</b>	Market leading port side vehicle processing company in the US with operations in FL, GA, CA, MD. Revenue \$70MM.
<b>Dalbo</b>	Major provider of services, materials and transportation to Rocky Mountain natural gas extraction. Revenue \$70MM.
<b>Cutters Wireline Service</b>	Caused hole wireline services to natural gas extraction industry.
<b>Nursery Supplies/Desch Summit</b>	Leading N. American and European manufacturer of plastic containers for wholesale nursery industry. Revenue \$200MM.
<b>Excelsior Radio Network</b>	Leading local advertising sales representative and syndicator for independent radio content producers. Revenue \$90MM.
<b>Padlock Pools</b>	Leading provider of pool construction services and related backyard accessories. Revenue \$100MM.
<b>Kathryn Biech</b>	Market leader in product-based fundraising market. Executive distributor Nestlé's confectionary products to fundraise channel. Revenue \$100MM.
<b>Fallon Visual Products</b>	Designs, manufactures, installs and service interior and exterior electronic signs and billboards. Revenue \$70MM.
<b>Peripheral Computer Support</b>	Aftermarket repair and logistical support services to computer storage device industry. Revenue \$45MM.
<b>Computer Technology Situations</b>	After-sales services to computer manufacturers and system integrators for laptop computers and handheld devices. Revenue \$40MM.



## Lincolnshire (continued)

### Contact Information

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**Name: Ed Moss**

Title: Managing Director

Email: [emoss@lincolnshiremgmt.com](mailto:emoss@lincolnshiremgmt.com)

Ed Moss is a Managing Director of Lincolnshire and manages the Los Angeles office. Mr. Moss has 20 years of private equity experience, most recently with Mellon Ventures where he focused on middle market transactions in the West. In addition, he was a founding partner of Kline Hawkes & Co. and a Senior Vice President of Bank of America's private equity group. Prior to entering private equity, Mr. Moss was an executive with the Times Mirror Corporation. He has served as a director of eleven companies. Mr. Moss is a graduate of Williams College (BA 1974) and Yale University (MBA 1980).

**Name: Bill Hall**

Title: Managing Director

Email: [ehall75@aol.com](mailto:ehall75@aol.com)

Bill Hill is a Managing Director of Lincolnshire and a member of the Origination Team. Mr. Hill began his affiliation with Lincolnshire in 1992 and was founder, President and CEO of Sight and Sound Distributing Company, a national audio and video software distributor to major retail chains worldwide. He has had a long and prominent career in the music and film entertainment field and has been an officer of companies such as Warner Brothers and Capitol Records. Mr. Hill is a graduate of Michigan State University (1954) and Wayne State University (1955).

780 Third Avenue  
39<sup>th</sup> Floor  
New York, NY 10017  
Tel. 212-319-3633  
Fax 212-755-5457

10990 Wilshire Boulevard  
16<sup>th</sup> Floor  
Los Angeles, CA 90024  
Tel. 310-704-7230  
Fax 310-475-7701

Five Concourse Parkway  
Suite 3000  
Atlanta, GA 30328  
Tel. 404-222-9585  
Fax 404-222-9566

70 West Madison Street  
Suite 1400  
Chicago, IL 60602  
Tel. 312-899-9000  
Fax 312-899-9009

60 State Street  
Suite 1100  
Boston, MA 02109  
Tel. 617-695-9400  
Fax 617-532-3361

[www.lincolnshiremgmt.com](http://www.lincolnshiremgmt.com)

**LLM Capital Partners LLC**  
“Non-control Growth Capital for the Middle Market”

**Business Description**

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LLM makes non-control, growth equity investments in middle market companies. LLM’s founders have substantial private equity, finance and mergers & acquisitions expertise. Since 1991, LLM’s professionals have successfully led \$380 million of investments in 16 companies, generating superior returns for investors and creating substantial wealth for the management and shareholders of their portfolio companies.

LLM seeks to invest \$10 to \$30 million in companies with enterprise values between \$25 and \$250 million. Often, LLM’s capital is the catalyst to building value through growth created by investment, acquisitions, consolidation or buying out non-active stakeholders. LLM is a minority-stake investor, partnering with management and existing shareholders. In addition, LLM provides “more than money,” offering companies the full range of our team’s proficiency in finance, strategic decision-making and corporate governance.

We seek to invest in companies with the following characteristics:

- Superior management team with a significant ownership stake
- Significant growth potential that can be enhanced by our capital and expertise
- Profitability or the prospect of achieving profitability in the near term
- Significant market position in sectors with strong growth prospects

While we are interested in opportunities across a broad range of industries, we focus on those industries where we believe there are favorable dynamics and where we have and historical success and cultivated knowledge and contacts. Industries which meet these criteria include healthcare services, business services, financial services, niche manufacturing and consumer products and services.

**Current Investments List**

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Below are representative investments led by LLM principals:

- |                              |                          |
|------------------------------|--------------------------|
| - 24 Hour Fitness            | - Abbey Healthcare       |
| - Ballard Petroleum          | - Box USA                |
| - International Computer     | - LogistiCare            |
| - Precision Components Group | - Value Asset Management |

## LLM Capital Partners LLC (continued)

### Contact Information

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**Name: Jeffery M. Lane** Title: Managing Director Email: [jlane@llmcapital.com](mailto:jlane@llmcapital.com)  
Mr. Lane is a co-founder and Managing Director of Washington & Congress Managers, LLC and was previously a Managing Director of Triumph Capital Group, Inc. From 1990 to 1994, Mr. Lane was a Managing Director of Pacific Corporate Group. He was previously a Managing Director at Drexel Burnham Lambert. Mr. Lane is a graduate of the University of Wisconsin and received his MBA from the University of Chicago.

**Name: Samuel C. Kenna** Title: Vice President Email: [skenna@llmcapital.com](mailto:skenna@llmcapital.com)  
Mr. Kenna was previously with Washington & Congress Managers, LLC and Triumph Capital Group, Inc. From 1996 to 1999, Mr. Kenna was an Analyst at Dillon, Read & Co. Inc. and at PaineWebber Incorporated. Mr. Kenna is a graduate of Georgetown University.

30 Rowes Wharf  
Suite 480  
Boston, MA 02110  
Tel. 617-330-7755  
Fax 617-330-7759

225 Bush Street  
16th Floor  
San Francisco, CA 94104  
Tel. 415-439-8315  
Fax 415-439-8316

[www.llmcapital.com](http://www.llmcapital.com)

## Main Street Capital Partners, LLC

### Business Description

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Main Street Capital Partners, LLC (“Main Street”) is a Houston-based investment manager which manages, through its two investment funds, Main Street Mezzanine Fund, LP (“MSMF”) and Main Street Capital II, LP (“MSC”), approximately \$250 million of capital. Both MSMF and MSC are federally licensed by the United States Small Business Administration as Small Business Investment Companies (“SBIC”). Main Street is focused on providing debt and equity capital to small and middle market companies with investments which typically range in size from \$2 million to \$15 million. Main Street targets investments associated with ownership transitions, recapitalizations, strategic acquisitions, business expansion and other growth initiatives primarily for later stage businesses. In addition to providing companies with necessary capital, Main Street can provide expertise in corporate finance, operations and growth strategy implementation.

### Current Investments List

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- About Hair, LLC\* (specialty services)
- All Hose & Specialty, LLC (industrial distribution)
- American Sensor Technologies, Inc (manufacturing)
- Avail Consulting, Inc.\* (professional services)
- Café Brazil, LLC (restaurant)
- CBT Nuggets, LLC (IT training / education videos)
- East Teak Fine Hardwoods, Inc. (exotic hardwoods)
- EMS Pipeline Services, LLC\* (energy infrastructure)
- Enserv, LLC\* (medical waste services)
- Everyones Internet, Ltd.\* (internet & web hosting)
- Hawthorne Customs & Dispatch Service, LLC (logistics services)
- Hayden Acquisition, LLC (manufacturing)
- Houston Planting & Coatings, LLC (industrial coatings)
- iDriveonline, Inc.\* (CRM and marketing services)
- KBK Holdings, Inc. (manufacturing)
- Lauren Engineers & Construction, Inc. \* (construction)
- Laurus Healthcare (ambulatory surgery centers)
- Magna Card, Inc. (distribution)
- National Trench Safety , LLC (equipment rental)
- Quest Design & Production, LLC (manufacturing)
- Pulse Systems, LLC (manufacturing)
- Technical Innovations, LLC (manufacturing)
- Texas Taxi, Inc. (taxi and transportation)
- Transportation General, Inc (taxi & transportation)
- Travis Aggregates (construction aggregates)
- West Coast Pool & Spa, LLC (pool svc. & repair)
- Wicks N’ More, LLC (manufacturing)
- World Call, Inc. (telecommunications)

\* Represents an exited investment

## Main Street Capital Partners, LLC (continued)

### Contact Information

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**Name: Vince Foster** Title: Sr. Managing Director Email: vdfoster@mainstreethouston.com  
Mr. Foster is a Principal and Senior Managing Director of Main Street Capital Partners, LLC, Main Street Mezzanine Fund, LP and Main Street Capital II, LP. Previously, Mr. Foster was a Founder and Senior Managing Director of Main Street Equity Ventures II, LP ("MSEV II"), a \$30 million private equity fund focused on growth-oriented companies operating in basic industries. Prior to founding MSEV II, Mr. Foster co-founded Main Street Merchant Partners ("MSMP"), a merchant-banking firm with a \$15 million fund raised primarily from Houston executives. MSMP was the financial sponsor of Quanta Services, Inc. (NYSE: PWR) and U.S. Concrete, Inc. (NasdaqNM: RMIX). Mr. Foster currently serves as the non-executive Chairman of U.S. Concrete, Inc. and as a Director of Quanta Services, Inc., Carriage Services, Inc. (NYSE: CSV) and Team, Inc. (AMEX: TMI). Mr. Foster is also actively involved in Director and advisory roles at several of Main Street's portfolio companies.

**Name: Dwayne Hyzak** Title: Managing Director Email: dhzyak@mainstreethouston.com  
Mr. Hyzak is a Principal and Managing Director of Main Street Capital Partners, LLC, Main Street Mezzanine Fund, LP and Main Street Capital II, LP. Mr. Hyzak was previously a Director of Accounting Integration with Quanta Services, Inc. (NYSE: PWR), where he was the principal focused on the company's merger and acquisition and corporate finance activities, and prior to joining Quanta, Mr. Hyzak was a Manager with Arthur Andersen LLP in the firm's Transaction Advisory Service Group. Mr. Hyzak's investment history includes extensive involvement with small businesses and entrepreneurs. As part of his historical investment experiences, Mr. Hyzak has served in interim management capacities, including roles in operations, finance and business development, and has provided assistance to Main Street's portfolio companies in significant fund raising activities, growth and expansion activities and liquidity events. Mr. Hyzak is actively involved in direct and advisory roles at several of Main Street's portfolio companies.

1300 Post Oak Boulevard  
Suite 800  
Houston, TX 77056  
Tel. 713-350-6000  
Fax 713-350-6042  
[www.mainstreethouston.com](http://www.mainstreethouston.com)

## Milestone Partners

### Business Description

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Milestone Partners, founded in 1995, is a private equity firm which partners with management to invest in leveraged buyouts of lower middle market businesses. Milestone pursues prospective platform companies that are leaders within a niche market and are engaged in producing or distributing high margin products or services for industrial, commercial and/or consumer use. Milestone's transactions typically provide liquidity to shareholders of family-owned businesses, facilitate the transaction of ownership to key managers, and allow management to capitalize on growth opportunities, while maintaining the legacy of the founding entrepreneurs. Milestone's consistent focus on the lower middle market has enabled the firm to generate superior returns for its limited partners over the past ten years. Milestone is currently investing its second fund, Milestone Partners II, LP, a \$120 million committed fund that closed in April 2005.

### Current Investments List

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<u>Company</u>	<u>Description</u>
Outlook Group	- Printing, packaging and direct mail services
Bodybuilding.com	- Online retailer of nutritional and dietary supplements
United Road Towing	- Towing and auction services
CODi	- Corporate mobility cases and accessories
Knights Apparel	- College and professional team sports apparel
Good Health Natural Foods	- Natural and organic snack foods, and soaps
E&B Giftware	- Travel, gift and exercise accessories

### Contact Information

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**Name: Geoffrey Veale** Title: Associate Email: [gveale@milestonepartners.com](mailto:gveale@milestonepartners.com)  
Mr. Veale joined Milestone Partners in 2005 from Jefferies Capital Partners, a middle market private equity firm in New York, where Mr. Veale focused on sourcing and executing leveraged buyout transactions in the industrial and consumer industries. Prior to joining Jefferies Capital Partners, Mr. Veale was employed in the Mergers and Acquisitions Group of J.P. Morgan. Mr. Veale graduated cum laude from Washington & Lee University with a Bachelor of Science degree in Business Administration.

**Name: Adam Curtin** Title: Associate Email: [acurtin@milestonepartners.com](mailto:acurtin@milestonepartners.com)  
Mr. Curtin joined Milestone in 2003 from Merrill Lynch where he contributed to the completion of a variety of M&A, equity and debt transactions as an Analyst in both the Consumer Products and High Yield groups within Investment Banking in New York. Mr. Curtin graduated Summa Cum Laude from The Pennsylvania State University with a Bachelors of Science in Finance and a Minor in Economics.

595 East Lancaster Avenue  
Suite 303  
St. Davids, PA 19087  
Tel. 610-526-2700  
Fax 610-526-2701  
[www.milestonepartners.com](http://www.milestonepartners.com)

# Montgomery, Shelton & Company

## **Business Description**

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MS&Co is an operationally oriented private investment company founded in 1984. It acquires controlling interests in lower middle market companies, generally with EBITDA of \$1 to \$3 million, where the firm can make a “hands-on” contribution to the development of the business.

**Preferred Industries** – Non-commodity manufacturing business (consumer or industrial), value-added distribution and logistics companies, and niche business and consumer services companies.

**Geographic Preference** – US or Canada

### **Situations of Interest:**

Growth Potential – Significant growth opportunities, but the company doesn’t have the capital or organization resources to take advantage of them

Under-performing – Doing OK, but not living up to potential

Corporate Spin-off – “Orphan” division that will need help developing stand-alone infrastructure

Organization Problem – Ongoing CEO not in place, controller or other key officer not in place

Complex Situation – Will require the buyer to spend significant time inside the business

Moderate Turnaround – Operations are or clearly can be profitable, but the company is in balance sheet trouble

## **Current Investments List**

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Since 1984, MS&Co has led the acquisition of six platform and six add-on companies. Four of the platform companies have subsequently been sold with a realized composite return in excess of 40 percent a year.

Herrchners – specialty mail-order company.

Treaty Distribution – wholesale distributor of plumbing and piping products.

Neff Motivation – manufacturer and marketer of awards and apparel for schools.

Elan Home Systems – manufacturer and marketer of multi-room audio system and controls for home automation.

REGENCY WINDOWS – Regency was acquired in 2004 in partnership with an institutional fund. Regency is a highly successful marketer and installer of replacement windows and doors, siding and kitchen re-facing products in the Cleveland and Columbus, Ohio markets.

CODEL ENTRY SYSTEMS – Codel was acquired in 2005 in partnership with an institutional fund. Codel is a fabricator and marketer of pre-hung steel and fiberglass entry systems (doors, related windows and accessories) marketed under the Codel brand name. Founded in 1997, the company offers exceptional levels of service and has quickly established a strong market position in the Washington and Oregon markets.

## **Contact Information**

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**Name:** David Shelton

**Title:** Principal

**Email:** [dshelton@MontgomeryShelton.com](mailto:dshelton@MontgomeryShelton.com)

560 Green Bay Road

Suite 301

Winnetka, IL 60093

Tel. 847-441-8980

Fax 847-441-8983

[www.MontgomeryShelton.com](http://www.MontgomeryShelton.com)

# Peterson Partners

## Business Description

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Peterson Partners, located in Salt Lake City, Utah, provides private equity and venture capital to companies across the U.S. with specific focus in the Intermountain West. Peterson Partners invests in companies with proven business models and revenues of at least \$10 million. Peterson Partners currently has \$300 million under management.

## Current Investments List

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3form	Handiquilter
AccessCIG	iCoat Company
Ackerman Security Systems	LA Spas
Alarm Funding Associates	SCRMA
Asurion	True North AR
Asphalt Zipper	US Alarm
Beacon Fire and Safety	US Lines
Cranium	WindRiver Environment
Diamond Rental	Winder Farms
EnergySolutions	Golden West Sanders Consolidated
Eos	

## Contact Information

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**Name: Larry Cook** Title: Partner Email: [larry@petersonpartnerslp.com](mailto:larry@petersonpartnerslp.com)  
Larry Cook joined Peterson Partners as an associate in 2004. Prior to that, he practiced mergers & acquisitions and securities law for several years with Sullivan & Cromwell in New York and Ballard Spahr Andrews & Ingersoll, LLP in Salt Lake City. Larry is a graduate of Stanford University and holds MBA and Law degrees from BYU. He has previously worked in the investment banking group at Lazard in New York and Clerked for the Senate Judiciary Committee.

**Name: Andrew Dent** Title: Analyst Email: [Andrew@petersonpartnerslp.com](mailto:Andrew@petersonpartnerslp.com)  
Andrew Dent joined Peterson Partners in 2006. Prior to that, Andrew worked with Ernst & Young's transaction support practice in New York providing mergers and acquisitions advisory services to private equity funds. While in New York, he participated in transactions ranging from \$35 million to \$3 billion in value. Andrew received a Masters of Accountancy from Brigham Young University.

**Name: Kristi Kruckenberg** Title: Marketing Email: [Kristi@petersonpartnerslp.com](mailto:Kristi@petersonpartnerslp.com)  
Kristi Kruckenberg joined Peterson Partners in 1997. She is the firm's marketing assistant and oversees investor relations. Kristi previously worked at the University of Utah School of Medicine. She has a Political Science degree from Utah State University.

2825 East Cottonwood Parkway  
Suite 400  
Salt Lake City, UT 84121  
Tel. 801-365-0180  
Fax 801-365-0181  
[www.petersonpartnerslp.com](http://www.petersonpartnerslp.com)







**Prospect Partners, L.P.**  
**a private equity firm focused on the lower middle market**

**Business Description**

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Prospect Partners, LLC is a leading lower-middle-market private equity firm managing two funds totaling \$270 million. We focus exclusively on management-led leveraged buyouts and recapitalizations of niche market leaders with revenues typically between \$10 and \$30 million. We are the most active private equity buyer in the lower middle market; since founding our firm in 1998, we have invested in approximately 55 companies across the broad range of niche consumer, commercial, specialty distribution and select service markets nationwide

**Our Investment Criteria**

- Companies in the United States
- Companies in niche consumer, commercial, specialty distribution or service markets
- Growth-ready companies that are, or could become, that market's leader
- Companies with \$10 to \$30 million in revenues; Add-ons with revenues of \$2 million or more
- Majority control position in which additional capital is available for organic growth and/or acquisitions

**Our Investment Style**

- Work closely with financial intermediaries and independent equity sponsors (investors or executives who finance investments on a deal-by-deal basis)
- Partner with management teams that continue to run the business
- Make initial equity investment typically between \$1 and \$15 million; can invest up to \$25 million to support a company's growth
- Focus on building value over time

We typically invest in \$1 to \$15 million increments in the equity portion of management-led leveraged acquisitions, and make follow-on investments to support the internal growth and health of our portfolio companies.

- We can invest up to \$25 million in a single portfolio company.
- We are an opportunity-driven buyer; our portfolio includes companies in many niche consumer, commercial, specialty distribution and service markets throughout the U.S.

Since Prospect Partners was founded in 1998, we have invested in nearly 45 companies, including 23 platform companies throughout the United States.

## Prospect Partners, L.P. (continued)

### Current Investments List

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- Auto & Truck Accessories**  
(Velvac Holdings, Inc.; [www.velvac.com](http://www.velvac.com))
- Billiards & Gameroom Products**  
(Billiard Brands, Inc.; [www.mcdermottcue.com](http://www.mcdermottcue.com))
- Business Process Outsourcing & Marketing Services**  
(CoAMS Holdings, Inc.; [www.coams.com](http://www.coams.com))
- Door Manufacturers & Distributors**  
(Codel Holding Company; [www.codel.org](http://www.codel.org))
- Fire Protection Services**  
(Summit Fire Protection; [www.summitfire.com](http://www.summitfire.com))
- Gaming, Making, Hobby/Craft Products**  
(GameMark Products, Inc.; [www.daboink.com](http://www.daboink.com))
- Home-Improvement Companies Specializing in Window and Installations**  
(Regency Windows Corporation; [www.recencywindow.com](http://www.recencywindow.com))
- Housewar, Non-Chemical Cleaning & Consumer Textile Products**  
(Excello Products, LLC; [www.excelloproducts.com](http://www.excelloproducts.com))
- Marine Accessories**  
(Marine Accessories Corporation; [www.marineaccessories.com](http://www.marineaccessories.com))
- Medical Billing Services**  
(Marina Medical Billing Service, Inc; [www.marinabilling.com](http://www.marinabilling.com))
- Office Furniture Distribution, Knoll Dealers**  
(Office Resources holding Company; [www.ori.com](http://www.ori.com))
- Periodicals, Publishing**  
(Weaver Holding Company; [www.weavergroup.com](http://www.weavergroup.com))
- Post-Secondary Schools**  
(Education Futures Group)
- Residential Custom Pool Builders**  
(Presidential Pools and Spas, LLC; [www.presidentialpools.com](http://www.presidentialpools.com))
- Specialty Food Producers & Marketers**  
(Kronos Foods, Inc; [www.kronosproducts.com](http://www.kronosproducts.com))
- Specialty Foodservice Disposables**  
(Spirit Foodservice Promotional Products, Inc.;
- [www.spiritbrands.us](http://www.spiritbrands.us))
- Specialty Industrial Lifting Equipment and Rentals**  
(Rental Holdings, LLC; [www.industrialhoist.com](http://www.industrialhoist.com); [www.deltawirerope.com](http://www.deltawirerope.com))
- Specialty Packaging**  
(Knight Packaging Group, Inc.)
- Specialty Pipe Working, Plumbing and Hand Tools**  
(Superior Tool Holding Company; [www.superiortool.com](http://www.superiortool.com))
- Specialty Storage and Store Fixture Providers**  
(Pipp Mobile Storage Systems Holding Company; [www.pippmobile.com](http://www.pippmobile.com))
- Utility Protection Services**  
(Utility Service Partners, Inc.)
- Periodicals, Publishing**  
(Weaver Holding Company; [www.weavergroup.com](http://www.weavergroup.com))
- Post-Second Schools**  
(Education Futures Group)
- Residential Custom Pool Builders**  
(Presidential Pools and Spas, LLC; [www.presidentialpools.com](http://www.presidentialpools.com))
- Specialty Food Producers & Marketers**  
(Kronos Foods, Inc; [www.kronosproducts.com](http://www.kronosproducts.com))
- Specialty Foodservice Disposables**  
(Spirit Foodservice Promotional Products, Inc.;
- [www.spiritbrands.us](http://www.spiritbrands.us))
- Specialty Industrial Lifting Equipment and Rentals**  
(Rental Holdings, LLC; [www.industrialhoist.com](http://www.industrialhoist.com); [www.deltawirerpe.com](http://www.deltawirerpe.com))
- Specialty Packaging**  
(Knight Packaging Group, Inc.)
- Specialty Pipe Working, Plumbing and Hand Tools**  
(Superior Tool Holding Company; [www.superiortool.com](http://www.superiortool.com))
- Specialty Storage and Store fixture Providers**  
(Pipp Mobile Storage Systems Holding Company; [www.pippmobile.com](http://www.pippmobile.com))
- Utility Protection Services**  
(Utility Service Partners, Inc.)

### Contact Information

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Louis W. Kenter – Principal – [lkenter@prospect-partners.com](mailto:lkenter@prospect-partners.com)  
William V. Glastris, Jr. – Principal - [wglastris@prospect-partners.com](mailto:wglastris@prospect-partners.com)  
Richard C. Turtle – Principal - [rtuttle@prospect-partners.com](mailto:rtuttle@prospect-partners.com)  
Erik E. Maurer – Principal - [emaurer@prospect-partners.com](mailto:emaurer@prospect-partners.com)  
Maneesh K. Chawla – Principal - [mchawla@prospect-partners.com](mailto:mchawla@prospect-partners.com)  
Suken N. Shah – Vice President - [sshah@prospect-partners.com](mailto:sshah@prospect-partners.com)  
David J. Choe – Vice President - [dchoe@prospect-partners.com](mailto:dchoe@prospect-partners.com)  
Douglas M. Smith – Vice President – [dsmith@prospect-partners.com](mailto:dsmith@prospect-partners.com)

200 West Madison, Suite 2710 Chicago, IL 60606 Tel. 312-782-7400 Fax 312-782-7410 [www.prospect-partners.com](http://www.prospect-partners.com)

## Reliant Equity Investors

### Business Description

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**Reliant Equity Investors** is a management centric private equity investment firm with over \$120 million under management that invests in fundamentally sound middle market business.

**Reliant** seeks to partner with strong management teams to build market leading businesses.

**Reliant** seeks to control investments in businesses with a minimum of \$3 million in EBITDA in a wide range of industries including niche manufacturing, business services, packaging, consumer products and food.

### Current Investments List

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Saginaw Powertrain Inc. (Casting provider)

Air Road Express (Third party logistics provider)

BlueSky Brands (Catalog marketer)

Metal Spinners (Metal spinning provider)

Rhinotek Computer Products (Re-manufactured & compatible toner cartridges)

Rocore Holdings (Manufacturer of heat dissipating products)

### Contact Information

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**Name: Gordon Liao**

**Title: Vice President**

**Email: [gliao@reliantequity.com](mailto:gliao@reliantequity.com)**

Prior to joining Reliant, Gordon was an Associate with Divine Inc., formerly a publicly traded internet incubator. Gordon also served as an Associate with Wind Point Partners, a middle-market buyout firm. Gordon began his career in finance as an Investment Banking Analyst at Merrill Lynch. Gordon serves as a Director on the board of Saginaw Powertrain, Inc., and Rhinotek Computer Products. Gordon received a BS in Finance, magna cum laude, from The University of Illinois at Champaign-Urbana and earned an MBA from Harvard Business School, where he was a Toigo Fellow.

401 North Michigan Avenue

Suite 550

Chicago, IL 60611

Tel. 312-494-0300

Fax 312-494-0317

[www.reliantequity.com](http://www.reliantequity.com)





# Sopris Partners

## Business Description

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Sopris Partners, LLC is a private equity investment firm focused on acquiring and growing small to mid-sized businesses with a differentiated product or service. We are focused on working with business owners who are seeking liquidity and willing to help transition the business to new ownership to maintain continuity and assure long term success.

In contrast to traditional private equity firms, Sopris is committed to day-to-day, on-site participation in the operation of the acquired business. It's our belief that by working closely with employees and existing management, we can strengthen the operational efficiencies of the business while pursuing new opportunities or growth that are in line with the company's vision, mission, and core values.

### Investment Criteria:

#### Local

- United States (preference of Midwest based companies)

#### Business Types

- Specialty Manufacturing
- Unique Services

#### Business Characteristics

- Stable historical earnings for 3+ years
- Operating margins of greater than 10%
- Opportunities for growth
- Market leadership

#### Size

- Between \$1.0M - \$5.0M in EBITDA

#### Ownership

- Preference for retiring owners committed to an effective 6-12 months transition

## Contact Information

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**Name:** Matthew Danis

**Title:** Partner

**Email:** matt@soprispartners.com

Matt Danis has over seven years of principal investing experience. Matt's professional experience includes private equity and investment banking. Most recently, Matt was an Associate at American Capital in Chicago. Previously, Matt worked at Goense Bounds & Partners and Trivest, Inc., two established private equity firms. Matt graduated cum laude with a BA in Economics from the University of Richmond and earned an MBA from the University of Pennsylvania's Wharton School of Business.

208 South LaSalle Street  
Suite 610  
Chicago, IL 60604  
Tel. 312-546-4730  
Fax 484-727-0635  
www.soprispartner.com



# Svoboda, Collins L.L.C.

## Business Description

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### Our Firm

Svoboda, Collins LLC is a Chicago-based private equity firm with \$200 million of capital under management. We identify, invest in and build value in well managed, lower middle market growth companies. Founded in 1998, we focus exclusively on management-led leveraged buyouts, recapitalizations and growth equity investments in value-added distribution, consumer and business services companies.

### Our Investment Criteria

- Companies with revenue of \$10 to \$100 million and EBITDA of \$3 to \$15 million
- Companies that are or could become niche market leaders
- Companies with excellent customer relationships
- Companies led by quality management that is committed to equity ownership
- Companies with a track record of growth and execution
- Companies generating EBITDA margins greater than 10%
- Companies with low asset intensity that generate high return on capital

### Our Investment Approach

- Invest nationwide
- Partner with management to build value via experience, relationships, and selective acquisitions
- Make initial equity investments of \$10 to \$20 million and follow-on investments to support growth
- Leverage specific experience in a variety of business and market niches including: direct marketing, marketing services, food and beverage, office products, private label food, specialty industrial, household and recreational products, gifts and crafts, professional services, telesales, third party logistics, healthcare, transaction processing, information services and nutraceuticals

## Contact Information

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John A. Svoboda, Senior Managing Director	312-267-8751	jas@svoco.com
Alex R. Miller, Managing Director	312-267-8754	arm@svoco.com
Michael W. Trimberger, Principal	312-267-8756	mwt@svoco.com
Maneesh A. Gandhi, Associate	312-267-8755	mag@svoco.com
Richard J. Harpster, Analyst	312-267-8759	rjh@svoco.com
Jeffery S. Piper, Analyst	312-267-8757	jsp@svoco.com
Michael F. Diamond, Analyst	312-267-8758	mfd@svoco.com

One North Franklin Street  
Suite 1500  
Chicago, IL 60606  
Tel. 213-267-8750  
Fax 213-267-6025  
www.svoco.com

# The Barish Fund

## Business Description

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The Barish Fund is a private equity investment firm that focuses on acquiring, operating and growing companies with annual sales of \$4 million to \$50 million and EBITDA of \$1.5 million. We invest the firm's own equity directly into these growing companies and it's our goal to help them execute their growth plans and maximize their value.

The Fund was established 2005 by Keith Barish, who after decades as an innovator in finance, real estate and entertainment, decided to dedicate his full-time to growing small businesses, with a special understanding of family-owned businesses.

### Our Investment Criteria

- Annual sales \$4 million to \$50 million
- EBITDA \$1.5 million to \$5 million
- Significant growth potential (10% per year or higher)
- Strong margins

### We avoid

- Restaurants
- Technology – hardware and software products
- Biotech and Pharma
- Highly Capital intensive industries

## Contact Information

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Name: **Andy Fligor** Title: Managing Partner Email: [Andy@BarishFund.com](mailto:Andy@BarishFund.com)

Name: Hans Value Title: Director Email: [Hans@BarishFund.com](mailto:Hans@BarishFund.com)

60 William Street  
Suite 130  
Wellesley, MA 02481  
Tel. 781-237-1300  
Fax 781-237-0311

55 Fifth Avenue  
16<sup>th</sup> Floor  
New York, NY 10003  
Tel. 212-741-3200  
Fax 212-741-5185

65 Lafayette Road  
Suite 302  
North Hampton, NH 03862  
Tel. 603-964-8313  
Fax 603-964-8317

[www.BarishFund.com](http://www.BarishFund.com)

# The Brookside Group

## Business Description

### Equity Investing

Brookside Equity Partners, the equity investment affiliate of The Brookside Group, makes controlling equity investments in companies with EBITDA ranging from \$3 million to \$15 million. We also look at smaller add-on acquisitions. Brookside Equity is not a fund; it invests its own capital and is not subject to investment horizon targets imposed on most funds by outside limited partners. We have a successful investment track record dating back to our inception in 1977. Brookside Equity has no specific industry focus, but does have significant experience in plastics, print media, food, specialty building products and specialty manufacturing.

### Mezzanine Investing

Brookside Mezzanine Partners, the mezzanine investment affiliate of The Brookside Group, manages a \$118 million mezzanine fund. We specialize in subordinated debt investments in leading United States based middle-market companies. Brookside Mezzanine generally makes investments ranging from \$3 million to \$8 million. Brookside Mezzanine Partners provides capital to finance acquisitions, buyouts, growth capital, recapitalizations and dividend payments. We have no specific industry focus and generally invest in manufacturing, business services, consumer products, health care and media companies

### Investment Criteria

The Brookside Group seeks to invest either equity or subordinated debt in companies that typically exhibit the following attributes:

- EBITDA of at least \$3 million
- Sustainable growth
- Predictable performance
- Superior management
- Defensible market positions

## Current Investments List

**Representative Equity Investments:** Dimex Plastics\*, MainStreet Media\*, Ultra Aluminum\*, Geneva Ingredients, Compression Polymers

**Representative Mezzanine:** McKenzie Sports\*, Roberts-Gordon\*, Memry Corporation, Hillsdale Furniture, Super Color Design\*, SelectQuote

\* actively seeking add-on investment opportunities

## Contact Information

**Name: Ray Weldon** Title: Managing Director Email: [rweldon@brooksidegrp.com](mailto:rweldon@brooksidegrp.com)

**Name: Don Hawks** Title: Principal Email: [dhawks@brooksidegrp.com](mailto:dhawks@brooksidegrp.com)

80 Field Point Road	405 Park Avenue
	12 <sup>th</sup> Floor
Greenwich, CT 06830	New York, NY 10022
Tel. 203-618-0202	Tel. 212-935-6090
Fax 203-618-0984	Fax 212-759-4831

[www.brooksidegrp.com](http://www.brooksidegrp.com)

# The Columbia Group, LLC

## **Business Description**

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The Columbia Group is a private investment firm formed to acquire and operate lower middle market businesses. We specialize in the acquisition of small to mid-sized companies including those which may not have historically been considered as strong candidates for private equity transactions. Because we do not have a set investment horizon, we approach each transaction with a long-term perspective and often pursue the acquisition of companies that fall below other investment firm's minimum size thresholds. Additionally, we welcome succession situations where owners or operators are looking to transition out of the business.

The Columbia Group was founded on a unique philosophy: to provide a succession vehicle for entrepreneurs and family business owners interested in seeking liquidity, while ensuring their company's legacy continues in the manner in which it was built. Our business strategy is focused on long-term value creation by enhancing the growth and profitability of acquired businesses.

### **INVESTMENT CRITERIA**

#### **Investment Size:**

- Revenues between \$2 and \$40 million
- EBITDA between \$300 thousand and \$4 million

#### **Business and Industry Attributes:**

- Niche businesses that possess significant market share and products or services with the potential for strong growth
- Proud entrepreneurial ownership and management interested in passing on the legacy of their business or working alongside a motivated and experienced team
- Established businesses with at least three years of operating history and a proven track record
- Diversified customer base
- Non-union
- Potential for internal growth or profitability enhancement

#### **Industry Preferences:**

- Prefer: Niche product-based, manufacturing, distribution, food or services
- Avoid: Retail, restaurants, energy and technology

#### **Geographic Preferences:**

United States and Canada

## **Contact Information**

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David Bornhoeft      dave@columbiagroupllc.com

222 West Adams Street  
Suite 1980  
Chicago, IL 60606  
Tel. 312-455-9707  
Fax 312-896-9099

[www.columbiagroupllc.com](http://www.columbiagroupllc.com)

# The Edgewater Funds

## Business Description

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The Edgewater Funds is a private equity firm specializing in middle market growth capital investments in the following sectors: business services, financial and government services, consumer products and services, healthcare, IT services and software and basic industries. It seeks to invest in companies with revenues between \$20 million and \$500 million, EBITDA between \$3 and \$25 million, and base of operations in North America. The firm makes both growth equity (minority) and buyout (majority) investments to accommodate the needs of each investment situation. The firm combines deep operating experiences with extensive financing and transaction experience. Four of the firm's partners have been CEO or President at 12 different companies, ranging from lower middle market to Fortune 50. The Edgewater Funds is usually the sole or lead equity investor in portfolio companies but will also co-invest with other funds. Because of the close relationship with several multi-billion dollar co-investment firms, the firm is able to fund equity investments of essentially any size, and has relationships with many sources of debt financing which, when appropriate, can be added to the investment capital structure. The firm is headquartered in Chicago, Illinois.

## Current Investments List

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AMF Bowling Worldwide, Inc.	FishNet Security, Inc.
Bantek West, Inc.	ITSolutions, LLC
Compass Environmental	Mid America Recycling, Inc.
DANTOM Systems, Inc.	Diversified Clinical Services, Inc.
Dental Services Group	TAL International Group
Diversified Clinical Services	Trausch Industries, Inc.

## Contact Information

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**Name: Ian Ross** Title: Senior Associate Email: [ian@edgewaterfunds.com](mailto:ian@edgewaterfunds.com)  
Prior to joining Edgewater, Ian spent five years with Lincoln Partners LLC, an investment banking firm based in Chicago. Ian concentrated on mergers and acquisitions for public companies, private equity firms and privately-held consumer, business services, retail and industrial companies. Prior to Lincoln Partners, Ian spent two years with GE Capital Corporation focusing on cash flow loans, asset securitizations and other financings. Ian also worked for a joint venture between GE Capital and The Goldman Sachs Group, Inc. in Bangkok, Thailand.

**Name: Brian Peiser** Title: Senior Associate Email: [brian@edgewaterfunds.com](mailto:brian@edgewaterfunds.com)  
Prior to joining Edgewater, Brian was a senior Associate with Deloitte & Touche Corporate Finance in New York, advising client companies on strategic financing alternatives, capital raise opportunities, market conditions and valuation. Previously, Brian worked for Lehman Brothers as a Senior Analyst for the Investment Banking Division in London and as an Analyst in Lehman's New York Investment Banking office. Brian holds a Bachelor degree in Electrical Engineering from Cornell University and an MBA from The University of Michigan Business School.

900 North Michigan Avenue  
Suite 1800  
Chicago, IL 60611  
Toll Free 866-727-0716  
Tel. 312-649-5666  
Fax 312-664-8649  
[www.edgewaterfunds.com](http://www.edgewaterfunds.com)

# The Riverside Company

## Business Description

The Riverside Company is the largest private equity firm investing in premier companies at the smaller end of the middle market. With offices in New York, Cleveland, Dallas, San Francisco, Atlanta, Chicago and Los Angeles, the firm invests in companies that lead their industry niches and have an enterprise value between \$10 million and \$100 million and EBITDA from \$500K to \$15MM. With a dedicated four person deal sourcing team, Riverside expects to acquire 15 to 22 companies in 2007.

## Current Investments List

We currently have over 35 portfolio companies including manufacturers, distributors and service companies.

For a complete list of portfolios, please visit [www.riversidecompany.com](http://www.riversidecompany.com)

## Contact Information

**Name: Beth A. Page** Title: Regional Director, Deal Sourcing Email: [bap@riversidecompany.com](mailto:bap@riversidecompany.com)  
Beth Page joined Riverside in 2006. She has over 19 years commercial lending experience during which she originated, managed and underwrote transactions at Union Bank, Wells Fargo Foothill, Bank of Boston and Wachovia. Most recently, Beth was Vice President, Merrill Lynch Capital-Corporate Finance Group where she structured transactions through either a cash flow or asset-based orientation, with commitments ranging from \$20 to \$250 million. Beth graduated Summa Cum Laude from State of New York at Buffalo where she earned a BS in marketing and an MBA in Finance.

**Name: Brian S. Sauer** Title: Associate Email: [bss@riversidecompany.com](mailto:bss@riversidecompany.com)  
Brian joined Riverside's San Francisco office in 2004. Previously, he spent three years as an analyst and associate at KeyBanc Capital Markets/McDonald Investments, where he was involved in numerous M&A and capital raising transactions. Brian graduated with a BS in Business Administration, with a concentration in finance, Magna Cum Laude, from Colorado State University.

455 Market Street  
Suite 1520  
San Francisco, CA 94105  
Tel. 415-348-9560  
Fax 415-348-9561

1334 Parkview Avenue  
Suite 100  
Manhattan Beach, CA 90266  
Tel. 310-374-7480  
Fax 310-374-1858

3131 McKinney Avenue  
Suite 540  
Dallas, TX 75204  
Tel. 214-871-9640  
Fax 214-871-9620

4545 North Hermitage Avenue  
Chicago, IL 60640  
Tel. 773-334-7518  
Fax 773-334-7103

Terminal Tower  
50 Public Square  
29<sup>th</sup> Floor  
Cleveland, OH 44113  
Tel. 216-344-1040  
Fax 216-344-1330

561 Vinings Estate Drive  
Atlanta, GA 30126  
Tel. 770-948-4256  
Fax 770-948-6881

45 Rockefeller Center  
630 Fifth Avenue  
Suite 2400  
New York, NY 10111  
Tel. 212-265-6575  
Fax 212-265-6478

[www.riversidecompany.com](http://www.riversidecompany.com)

# Transition Capital Partners

## Business Description

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Transition Capital Partners, Ltd. (TCP) is a private equity firm investing in leveraged recapitalizations and management buyouts of well-managed, entrepreneurial, middle market service business. TCP is particularly successful investing in high growth situations where additional management and strategic resources are required by the existing ownership group. TCP typically provides the entrepreneur an opportunity to gain liquidity, while maintaining an equity stake in the business for future upside, and if desired, a reduced management role.

## Current Investments List

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- |   |   |
|---|---|
| <input type="checkbox"/> Baskin's Group, Ltd.       | <input type="checkbox"/> Eagle Healthcare             |
| <input type="checkbox"/> Cambridge Home Health Care | <input type="checkbox"/> Option 1 Nutrition Solutions |
| <input type="checkbox"/> Comfort Keepers            | <input type="checkbox"/> Tradesman Truck Accessories  |
| <input type="checkbox"/> D&S Residential Services   | <input type="checkbox"/> Value Added Services         |

## Contact Information

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**Name: Dan Patterson**

Email: dan@transitioncapitalpartners.com

**Name: Andy Harvey**

Email: andy@transitioncapitalpartners.com

**Name: Rick Baldwin**

Email: rick@transitioncapitalpartners.com

**Name: Kevyn DeMartino**

Email: kevyn@transitioncapitalpartners.com

**Name: Harold Rosbottom**

Email: harold@transitioncapitalpartners.com

**Name: Boris Gremont**

Email: boris@transitioncapitalpartners.com

2200 Ross Avenue

Suite 4750 W

Dallas, TX 75201

Tel. 214-978-3800

Fax 214-978-3899

[www.transitioncapitalpartners.com](http://www.transitioncapitalpartners.com)

# Venatus Capital Partners LLC

## **Business Description**

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Venatus Capital Partners (“VCP”) is a private investment firm that specializes in the acquisition and management of established middle-market businesses. We make controlling investments in profitable, privately held companies with annual revenues between \$10 million and \$30 million. Our approach to each investment opportunity is unique, and we work closely with entrepreneurs and business owners to achieve their individual goals.

VCP actively seeks controlling investments in privately held companies operating in large and growing industries. We do not make minority investment and do not invest in start-up opportunities or turnaround situations.

## **Investment Criteria**

### **Company Size**

- \$10-\$30 million of revenue
- \$1-\$4 million of EBITDA

### **Profitability**

- 3+ year history of profitability
- 10%+ EBITDA margins

### **Characteristics**

- Clear customer value proposition
- Defensible market position
- Limited customer concentration

### **Management**

- Owner seeking liquidity and ownership transaction
- Strong, committed management team

### **Industry**

- Large, fragmented, and growing
- Limited risk of technological obsolescence

### **Geography**

- United States

## **Current Investments List**

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Fund launched September 2006

## **Contact Information**

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**Name: Jeremy Burr**

Title: Managing Partner

Email: [jburr@venatuscapital.com](mailto:jburr@venatuscapital.com)

Mr. Burr is the founder and Managing Partner of Venatus Capital Partners and has extensive experience working closely with owners of middle-market companies in acquisition and sales processes. Prior to founding Venatus Capital Partners, Mr. Burr spent time as an investment banker with Goldman, Sachs & Co. in New York, where he advised management of Fortune 500 companies in the financial institution sector. Previously Mr. Burr advised owners of middle-market companies with Barrington Associates, a Los Angeles-based investment banking boutique specializing in sell-side merger and acquisition advisory services. Through his experience advising middle-market clients in sale processes, Mr. Burr gained a deep understanding of the many strategic, operational, and financial challenges faced by small businesses and their owners. Mr. Burr spent a year studying at the London School of Economics and graduated magna cum laude from Williams College, where he received a BA degree with Highest Honors in Economics and Astrophysics. Mr. Burr holds an MBA degree from Harvard Business School.

2014 Clark Lane  
Suite A  
Redondo Beach, CA 90278  
Tel. 310-728-6250  
Fax 310-691-2864  
[www.venatuscapital.com](http://www.venatuscapital.com)



## Waveland Investments

### Business Description

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Waveland Investments is a Chicago-based private investment firm focused on lower middle market manufacturing, distribution and service companies. We invest in companies with revenues of less than \$75 million.

Waveland is focused on forming strong partnership with management. We work to structure transactions that meet the needs of business owners and continuing management.

Waveland primarily seeks buyouts of healthy businesses, but will consider turn-around situations. We are willing to finance transactions on an all-cash basis and raise permanent debt financing post-closing. This ability to close deals without external financing enables us to complete transactions within 30 days.

### Current Investments List

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Mell and Company  
Potbelly Sandwich Works  
Focus Products Group, LLC  
Beverly Clark  
Comtel Pro Media  
Clark Brands  
Indiana Business Bank  
Hudson Lock  
Star Struck

### Contact Information

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**Name: Dennis Zaslavsky** Title: Principal Email: [dzas@wavelandinvestments.com](mailto:dzas@wavelandinvestments.com)  
Mr. Zaslavsky founded Waveland in 2000. Before founding the firm, Mr. Zaslavsky was the Chief Operating Officer of Urban Shopping Centers, Inc., a publicly traded Real Estate Investment Trust (NYSE:URB). Prior to joining Urban and its predecessor, JMB Realty Corporation, Mr. Zaslavsky was a corporate attorney at Katten, Muchin & Zavis (now Katten, Muchin, Rosenmann LLP) in Chicago, Illinois. Mr. Zaslavsky received his J.D. from Stanford University and his Bachelor of Business Administration degree from the University of Michigan. Mr. Zaslavsky is a Certified Public Accountant.

**Name: Meghan Otis** Title: Principal Email: [motis@wavelandinvestments.com](mailto:motis@wavelandinvestments.com)  
Ms. Otis joined Waveland in 2000. Ms. Otis previously worked at Goldman, Sachs & Co. in the fixed income division and at LaSalle Partners (now Jones Lang LaSalle), an institution real investment and services company. Ms. Otis received her M.B.A. from Harvard Business School and a Bachelor of Arts in Mathematics from Northwestern University.

1850 Second Street  
Suite 201  
Highland Park, IL 60035  
Tel. 312-506-6450  
Fax 312-506-6455  
[www.wavelandinvestments.com](http://www.wavelandinvestments.com)

## Westshore Capital Partners

### Business Description

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#### **Equity Capital for Small Market Buyouts & Recapitalizations**

Firm: Westshore Capital Partners is a newly formed private equity fund established by David J. Malizia, Earl W. Powell and W. Andrew Krusen in July 2006 for the sole purpose of bringing long-term equity capital to small and medium sized businesses.

Geography: Continental USA and Canada

Transactions: Management Buyouts, Management By-ins, Owner Recapitalizations and Industry Consolidations.

Businesses: Manufacturing, distribution, and service.

#### Criteria of Businesses:

- Revenues between \$8 million and \$100 million
- Adjusted operating profit between \$1.5 million and \$7 million
- Strong management or owner/operator with a vision for the future growth
- Stable demand for products or services
- Leader within its industry or market region
- Low customer concentration, less than 25% of revenues
- Low technology risk

#### Industry:

Westshore is opportunistic regarding industry. Below are some industries of interest.

Consumer	Industrial	Food	Medical
B2B	Publishing	Consumables	Maintenance/Repair
Auto Aftermarket	Hobby/Craft	Educational	Plastics

### Contact Information

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Name: David J. Malizia

Title: Managing Partner

Email: [DJM@WestshoreCapitalPartners.com](mailto:DJM@WestshoreCapitalPartners.com)

Rivergate Tower  
400 North Ashley Drive  
Suite 2610  
Tampa, FL 33602  
Tel. 813-223-3600  
Fax 813-223-3699

[www.WestshoreCapitalPartners.com](http://www.WestshoreCapitalPartners.com)