



- **Brudner Polymer Corp (NEW ExecFactor® Initiative):** Holding company formed to make strategic investments in the industrial adhesives and sealants industry.
  - Seeking businesses with at least \$20 million revenue and 10% EBITDA margins with product portfolios focused on innovative technologies serving a variety of markets including the infrastructure/construction, automotive aftermarket, or industrial assembly end-markets.
- **High Street Partners (Traverse City, MI):** Provider of commercial property and casualty insurance, employee benefits services and personal lines to a wide range of industries.
  - Ideal acquisition candidate would be other independent insurance brokers/agencies offering commercial, employee benefits and personal lines of insurance located anywhere in the US (except CA, OH, and NJ).
- **Atlanta Beverage Company (Edison, NJ):** Specialty distributor of non-perishable food and beverage products to foodservice distribution customers nationally.
  - Ideal acquisition candidate would be other specialty food & beverage distributors located anywhere in the US.
- **Direct Connect Logistix (Indianapolis, IN):** Third-party logistics (3PL) provider principally offering freight brokerage services for domestic truckload shippers.
  - Ideal acquisition candidate would be other truckload (TL) or less-than-truckload (LTL) brokerage companies located anywhere in the US.
- **B&B Roadway and Security Solutions (McKinney, TX):** Designer and manufacturer of traffic control, roadway safety, and access control point perimeter security solutions.
  - Ideal acquisition candidate would be other roadway safety or perimeter security product businesses located anywhere in the US.
- **Pueblo Mechanical & Controls (Phoenix, AZ):** Leading provider of commercial HVAC retrofit and repair services to the MUSH (municipality, university, school & hospital) market in Arizona.
  - Ideal acquisition candidate would be one that offers similar services within the MUSH market or other commercial markets in Arizona and targeted surrounding geographies including Denver, New Mexico, Texas, and Salt Lake City.
- **Hansons (Troy, MI):** Marketer and distributor of replacement windows, roofing, siding and other building products for the Michigan and Northern Ohio residential renovation markets.
  - Ideal acquisition candidate would be one that markets and/or distributes residential construction replacement products (windows, roofing, siding, and gutters) in MI, OH, IN, PA and/or KY. We would consider other replacement products such as HVAC in Michigan only.
- **Stay Online (Creedmoor, NC):** Manufactures and distributes high quality, low volume specialty power cords and electrical connectors primarily used in data centers, power infrastructure, and industrial applications.
  - Ideal acquisition candidate would be one that helps the company expand geographically or expand and extend its product offering within attractive industry verticals (including medical, mobile power generation, and audio/visual).
- **Sciens Building Solutions (San Francisco, CA):** Provides fire detection services, including installation of fire alarm products, inspection and test services, ongoing maintenance services and monitoring.
  - Ideal acquisition candidate would be a business with an existing commercial customer base, national accounts, corporate relationships, strong recurring service revenue base (>10% total revenue) and a clear priority on fire detection with a healthy mix of ancillary offerings such as security and fire protection.



- **InterVision Systems (Santa Clara, CA):** Provides solutions, infrastructure, and services for complex IT and applications environments.
  - Ideal acquisition candidate would be one that offers new geographies and/or compelling ancillary services and expertise in functional areas such as cloud and security solutions including managed services, systems architecture engineering, converged infrastructure services and IT consulting.
- **Northwest Pallet Supply (Chicago, IL):** Provides pallet management services to national retailers across the country and recycles wood pallets at its manufacturing facility for customers in the greater Chicago market.
  - Ideal acquisition candidate would be other asset-light pallet logistics companies or providers of logistics services, other material recycling, and other non-core services to retailers.
- **XLerate Group (Indianapolis, IN):** Dealer-to-dealer used car auctions services company operating 17 fixed and mobile sites across South Carolina, California, Texas, Mississippi, Wisconsin, and Florida.
  - Ideal acquisition candidate would be other companies operating dealer-to-dealer used car auctions located anywhere in the continental U.S.
- **Albireo Energy (Edison, NJ):** Provides energy efficiency services, including building automation services, retrofits, and maintenance, grid services, and energy procurement services primarily to commercial and institutional facilities across the country.
  - Ideal acquisition candidate would be a regional company providing the core energy efficiency services in local markets
- **Drake Automotive Group (Henderson, NV):** Designer and distributor of restoration parts and accessories for classic muscle cars, off road models, and late model muscle cars.
  - Ideal acquisition candidate would be other enthusiast aftermarket parts companies (restoration or performance) serving a broad range of vehicle categories and customer demographics (including the classic, late model, muscle, and off-road vehicle markets).
- **Valentus Specialty Chemicals (North Brunswick, NJ):** Manufacturer of specialized coatings used in the wood flooring, protective industrial maintenance, pool, marine, and other applications.
  - Ideal acquisition candidate would be companies with product portfolios focused on innovative, environmentally-friendly, reactive surface coating technologies serving a variety of end markets and geographies.
- **Pure Dental Brands (St. Petersburg, FL):** Dental services organization providing clinic-level operational management support as well as centralized back-office services to a network of 70+ dental practices in the Midwestern and Southeastern U.S.
  - Ideal acquisition candidate would be an single or multi-location dental practice (general adult, pediatric, ortho and/or other specialty) located in MI, OH, PA, TN, VA, FL and/or TX.
- **Ronnoco Coffee (St. Louis, MO):** Manufactures, wholesales, and distributes premium quality coffee, tea, and related products to convenience stores, foodservice locations (e.g., restaurants and schools, hotels, casinos, hospitals), and offices within a 19 state radius of MO.
  - Ideal acquisition candidate would be another coffee roaster serving similar channels in a regional market.
- **IQ Brands (Advance, NC):** Designer, manufacturer, and importer of socks, children's apparel, and other accessories sold through the team sports market and specialty and mass retail stores.
  - Ideal acquisition candidate would be a designer, manufacturer, and/or importer of specialty socks, footwear, and accessories sold through e-commerce, retailers, or distributors.