



- **High Street Insurance 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).
- **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 (Tucson, 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 within the Southwest (excluding California) or any other major MSA.
- **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.
- **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.
- **Prime 360 (Schaumburg, 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 18 fixed and mobile sites across California, Florida, Georgia, Illinois, Michigan, Ohio, Pennsylvania, South Carolina, Texas and Wisconsin.
  - 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
- **ADD & DV8 (Mesa, AZ):** Designer and distributor of automotive aftermarket brands serving the Jeep, light truck and SUV enthusiast markets.
  - Ideal acquisition candidate would be other branded enthusiast aftermarket parts companies serving Jeep, light truck, SUV and off-road vehicle markets.
- **Valentus Specialty Chemicals (New Brunswick, NJ):** Manufacturer of specialized wood flooring coatings.
  - Ideal acquisition candidate would be companies with product portfolios focused on innovative, environmentally-friendly, reactive wood flooring coating technologies serving a variety of 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.
- **Lab Crafters (Ronkonkoma, NY):** Sells technically advanced lab furniture systems to a wide range of blue-chip biotechnology, pharmaceutical, higher education, and government end customers; products include state-of-the-art fume hoods, modular lab benches, utility poles and casework systems
  - Ideal acquisition candidate would be one that offers complimentary lab equipment and accessories such as seating, computer support tools, and work flow management products or a company which provides a geographic expansion opportunity into the West, Midwest or Southeast regions.
- **Pacific Shoring (Santa Rosa, CA):** Designer and manufacturer of aluminum trench safety equipment that is used in U.S. infrastructure and residential construction products
  - Ideal acquisition candidate would be a business that provides aluminum or steel trenching with diverse end markets or provide adjacent product categories like trench ramps, ladders and road plates