



- **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):** Asset lite third-party logistics (3PL) provider principally offering freight brokerage services for domestic truckload shippers.
  - Ideal acquisition candidate would be other asset lite 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 end market or other commercial markets within the Southwest (excluding California) or Southeast located in or near large MSAs
- **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.
- **XLerate Group (Indianapolis, IN):** Dealer-to-dealer used car auctions services company operating 15 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, industrial controls, 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 or international 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.
- **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.
- **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 and steel trench safety equipment that is used in U.S. infrastructure and residential construction projects.
  - 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.
- **Sunland Asphalt & Construction (Phoenix, AZ):** Serving the Southwest with operations in AZ, CO, NV, NM, OK and TX the company provides construction and maintenance services including asphalt repairs, crack sealing, sealcoating, chip seal, milling, pulverizing, reconstruction, paving, striping, earthwork, grading, concrete, utility adjustments and underground wet utilities.
  - Ideal acquisition candidate would be located within the Southwest near an existing Sunland office that provides similar services with an emphasis on maintenance and minimal exposure to highway/heavy civil construction projects.