

# **INDUSTRIALS**

# Sector Overview





# AREAS OF INTEREST

#### **BUILDING PRODUCTS AND SERVICES**

- Energy Efficient/Green Products
- Product Substitution/Conversion Opportunities
- Installation and Repair Services

#### **INDUSTRIAL DISTRIBUTION**

- Wide Variety of Niche Industrial Markets

#### **INDUSTRIAL SERVICES**

- Environmental Services
- Facilities Management

#### **INDUSTRIAL TECHNOLOGY**

- Automation
- Material Handling
- Control Systems

### LIGHT MANUFACTURING

Niche Market Leaders

#### **PACKAGING**

- Plastic Packaging
- Specialty Films

## **SPECIALTY CHEMICALS**

- Adhesives, Sealants, Coatings, Pigments,
   Polymers and Surfactants
- High Value Specialty Chemicals and Materials

### **TRANSPORTATION**

- Auto, Marine, Rail, Trucking
- Asset-light and Non-asset-based Logistics

# **INVESTMENT CRITERIA**

COMPANY ATTRIBUTES	Experienced management team; established track-record; sustainable competitive advantages; attractive growth opportunities
ENTERPRISE VALUES	\$100 to \$500 mm
GEOGRAPHY	North America
OWNERSHIP	Majority positions
EQUITY INVESTMENTS	\$50 to \$150 mm
FUND	Currently investing our 10th fund with commitments of approximately \$1.7 billion

# REPRESENTATIVE INVESTMENTS



AIT is one of the largest privately-held international logistics providers, capable of providing end-to-end chain solutions to a gloal customer base.

www.aitworldwide.com



Boulder Scientific Company is a leading provider of highperformance organometallic compounds and custom chemical solutions for world-renowned organizations in the plastics, electronics, defense, pharmaceuticals and aerospace industries. www.bouldersci.com



Inmark Packaging is a leading global provider of packaging solutions, specializing in the distribution of rigid container and life sciences packaging.

www.inmarkpackaging.com



Interwrap is a global manufacturer of coated woven materials and multi-layer laminated substrates for a diverse range of applications including synthetic roofing underlayment, protective packaging and geotextiles, among others. www.interwrap.com



SEI Group is a leading installer of insulation and specialty building products in the residential and light commercial markets.

www.seigroupusa.com



Technimark is a global provider of injection molded components primarily serving consumer packaging and select consumer nondurable end markets.

www.technimark.com

The representative investments are provided as an example of Quad-C's prior experience for the benefit of management teams or other parties interested in partnering with Quad-C. It should not be assumed that any investments identified were or will be profitable. Past performance is not indicative of future results. A full list of Quad-C portfolio companies is available upon request.

# KEY CONTACTS

INDUSTRIAL DISTRIBUTION, BUILDING PRODUCTS AND SERVICES THAD JONES, PARTNER 434-979-1798 TMJ@QC-INC.COM

INDUSTRIAL TECH & SERVICES, TRANSPORTATION, SPECIALTY CHEMICALS TOM HICKEY, PARTNER 434-979-9680 TMH@QC-INC.COM

## PACKAGING

FRANK WINSLOW, PARTNER 434-979-8411 FHW@QC-INC.COM

#### QUAD-C MANAGEMENT, INC

200 GARRETT STREET, SUITE M CHARLOTTESVILLE, VA 22902 434-979-2070

www.quadcmanagement.com