

Prospect Partners A Tradition of Partnership With Experienced Outside Executives



At Prospect Partners, developing co-investing relationships with outside partners – including veteran operating executives and independent equity sponsors – has always played a key role in helping us complete acquisitions and build successful smaller lower-middle-market companies. Consider: Since 1998, we have invested opportunistically in 125 companies nationwide to build 47 platform companies in widely diverse niche manufacturing, distribution and select service markets. We have partnered with seasoned business leaders on about one-third of these opportunities – 17 platforms – and over 60 total transactions, when including subsequent “add-ons” made by these companies. We have a strong appreciation of the great contributions our outside partners make in identifying attractive acquisition opportunities and in creating value after the deal closes – through their specialized industry expertise, business skills, and continued involvement in the company.

Why Work With Prospect Partners

Prospect Partners is an experienced, active, and well-capitalized private equity investor, managing three committed private equity funds totaling \$470 million. We focus exclusively on management-led leveraged recapitalizations and buyouts of U.S.-based niche market leaders with revenues typically under \$75 million. We continue the search to build new platforms from unique, growth-ready companies. We offer:

- ready access to high-quality and highly-responsive lenders;
- flexible capital options that help complete deals, including those that are tough-to-finance;
- long-term partnership;
- a commitment to maximizing company value;
- deep small-company investment experience; and
- strong references from the outside partners with whom we have worked.

“As a business owner, you hope the investors with whom you shake hands on Day One are the same steady, solid partners throughout every business cycle. In our seven years together, Prospect Partners was always consistent, realistic, level-headed, and a lot of fun to work with. They were exactly the guys they said they’d be.”

Craig Umans, CEO*, Pipp Mobile Storage Systems, Inc.

“It is hard to find the right professional and personal partnership. Prospect Partners has a wealth of experience buying and running companies and is absolutely committed to staying the course for the time it takes to create additional value. Moreover, these veterans are great people to work with. Building enduring relationships is a big part of success.”

Kevin Rodgers, CEO*, Delta Industrial Services, LLC

*Position during time of Prospect Partners’ investment

Transactions With Outside Partners

Because of our opportunistic industry focus, we are highly receptive to a broad range of opportunities that meet our investment criteria. Our co-investments include the following current or prior platform companies:

- **Delta Industrial Services, LLC**, of Brazoria, Texas, provider of industrial hoist and rigging equipment and tools;
- **Education Futures Group, LLC**, of Dallas, Texas, operator of post-secondary vocational schools;
- **Innovative Petcare Holdings, LLC**, of Austin, Texas, provider of veterinary care services;
- **Pipp Mobile Storage Systems Holding Company** of Walker, Mich., provider of movable shelving/storage systems;
- **Polymer Holding Corporation** of Rockland, Mass., maker of low-volume, close-tolerance plastic parts and assemblies;
- **Prospect Water Co.** of Lombard, Ill., provider of water treatment products and services through independently franchised dealers;
- **Utility Service Partners, Inc.** of Washington, Penn., provider of utility line warranties to homeowners;
- **Velocity Aerospace Holding Group, Inc.**, of Frisco, Texas, provider of aviation MRO services; and
- **Velvac Holdings, Inc.** of New Berlin, Wisc., provider of exterior mirror systems and other component parts for trucks, RVs, and specialty vehicles.

Contact Prospect Partners Today

If you would like to know more about working with Prospect Partners, please contact a member of our team, listed below. If you are an intermediary seeking to close a transaction with an outside partner, you can benefit greatly by introducing us to the process. We react quickly, decisively, and confidentially, respecting all parties’ interests.

Principals

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