



We build companies.

Rockwood is an **operationally-oriented** private equity firm that has been partnering with **entrepreneur or family-owned businesses and corporate divestitures in the lower middle market for over twenty years**. Rockwood takes a values-based approach to investing. We strive to do the right thing. Always.

We bring the knowledge of our **Rockwood River Guide®** network and time-tested proprietary toolbox to build extraordinary companies with entrepreneurial cultures. Rockwood invests in niche B2B product manufacturers, value-added distributors and service providers in regulated industries and other select areas.

ROCKWOOD INVESTMENT CRITERIA

Target Company Size: \$10-\$75 million in revenue
\$2-\$7 million of EBITDA
Add-ons of any size

Transaction Types: Prefer majority buyouts or recapitalizations, but will consider minority position
Management buyouts
Corporate carveouts/divestitures
Other partnerships

Geography: Headquartered in North America
Global for add-ons



Company Ownership Preference:
Family/entrepreneur-owned
Corporate carve-outs

Focus Industries/Models:

- Aerospace & defense
- Healthcare
- Industrials/Industrial Tech
- Niche B2B Services



CURRENT PORTFOLIO



Value-added distributor & manufacturer of electro-mechanical products
Sector: Aerospace & Defense
Investment: September 2016
Add-ons completed: 3



Formerly Ibis Tek. Manufacturer of transparent armor & vehicle accessories
Sector: Aerospace & Defense
Investment: February 2017
Add-ons completed: 1



Manufacturer of wear parts for commercial and residential waste containers
Sector: Waste Management
Investment: March 2018
Add-ons completed: 1



Provider of home accessibility and safety solutions for both aging-in-place and complex rehab patients
Sector: Healthcare
Investment: August 2018
Add-ons completed: 3



Provider of equipment & services for catheter/guidewire and electronics manufacturers; manufacturer of surgical cutting & punch tools
Sector: Healthcare
Investment: January 2019



Office equipment, services dealer and provider of related branded products for the Tri-State market
Sectors: B2B & Office Equipment
Investment: August 2019
Add-ons completed: 2



Please direct investment proposals and referrals to:
Kate Faust
Partner, Business Development
(216) 278-7070 or kfaust@rockwoodequity.com

PORTFOLIO COMPANY

ADD-ON FOCUS

ADD-ONS COMPLETED



Sector: Aerospace & Defense

Distributors of connectors, wire and cable, switches, relays and circuit breakers used in high-reliability end markets, such as aerospace & defense, medical, marine, rail, radar, space and energy, as well as harsh industrial applications

- ❖ Connector Tech Inc
- ❖ Intro Corporation
- ❖ Whitmor/Wirenetics



(Formerly Ibis Tek)

Sector: Aerospace & Defense

Manufacturers, developers and engineering firms of equipment and accessories for all vehicle platforms serving the defense and government markets

- ❖ Standard Bent Glass



Sector: Waste Management

Manufacturers and distributors of casters, wheels, lids and parts for commercial dumpsters, residential roll-out carts, document destruction bins, compactors, grease & waste oil collection containers, tipping carts, self dumping/tipping hoppers, and portable toilets; heavy gauge plastic thermoformers utilizing principally HDPE with products or customers that serve the waste collection, material handling / pallet, portable toilet, septic, storm water, and industrial tank markets

- ❖ Roll-Tech Molding Products



Sector: Healthcare

Providers of home accessibility products, including stair lifts, ramps, residential elevators and bathroom accessories, among others

- ❖ Home Safe Homes
- ❖ Home Mobility Solutions



Sector: Healthcare

Providers of medical device automation equipment, tools and services for the catheter and guidewire products; medical device contract manufacturing service providers (CMOs)



Sectors: B2B Services

Office equipment dealers, with a preference for businesses in the New York, New Jersey or Philadelphia geographies

- ❖ Sapphire Office Solutions
- ❖ Sapphire Pure Water

ROCKWOOD OFFICES

CLEVELAND

Vince Nardy, Partner



3201 Enterprise Parkway
Suite 370
Beachwood, OH 44122

DENVER

Joe Merrill, Partner



200 Columbine Street
Suite 240
Denver, CO 80206

NEW YORK

Brett Keith, Partner



12 East 49th Street
41st Floor
New York, NY 10017