



## 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:  
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PORTFOLIO COMPANY	ADD-ON FOCUS	ADD-ONS COMPLETED
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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

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