



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 more than 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 Rockwood Business Systems to build extraordinary companies with entrepreneurial cultures. Rockwood invests in niche B2B product **manufacturers, value-added distributors and service providers** in regulated industries (A&D, healthcare), industrials/industrial tech and B2B services.

ROCKWOOD INVESTMENT CRITERIA

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

Geography: Headquartered in North America
- Global for add-ons

- Situations:**
- Family/entrepreneur-owned recapitalizations or buyouts
 - Corporate carve-outs or divestitures
 - Management buy-outs or buy-ins
 - Succession planning partnerships
 - Flexible Capital Solutions



Ownership Position:
Control and partnership positions

Focus Sectors/Models:
Preference for regulated industries, as well as:

- Aerospace & defense
- Healthcare
- Industrial Tech/Industrials
- Specialized B2B



FUND III 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: 3



Provider of home accessibility and safety solutions for both aging-in-place and complex rehab patients
Sector: Healthcare
Investment: August 2018
Add-ons completed: 5



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



Provider of equipment & services for catheter/guidewire and electronics manufacturers; manufacturer of surgical cutting & punch tools
Sector: Healthcare
Investment: January 2019
Exit: September 2020

Please direct investment proposals and referrals to:
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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



Sectors: Waste Management, Environmental Services

- 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
- Manufacturers and distributors of casters, wheels or components for:
 - Commercial dumpsters
 - Residential roll-out carts
 - Document destruction bins
 - Compactors
 - Grease & waste oil collection containers
 - Tipping carts, self dumping/tipping hoppers
 - Portable toilets

- ❖ Undisclosed



Sector: Healthcare

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

- ❖ Gamburd
- ❖ Stairbusters
- ❖ Home Safe Homes
- ❖ Home Mobility Solutions
- ❖ Twin City Stairlifts



Sector: B2B Services

- Office equipment dealers
- Related service offerings
- Preference for businesses in the New York, New Jersey or Philadelphia geographies

- ❖ Sapphire Office Solutions
- ❖ Sapphire Pure Water

ROCKWOOD OFFICES

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