

STRENGTH. DURABILITY. SUPPORT.



Heartwood Partners is a middle market private equity firm that serves as a strong and reliable capital partner to owners and managers. We intertwine strategic and financial expertise to drive value for our investment businesses.

1982

FOUNDED

29

INVESTMENT
PROFESSIONALS

70%

AVERAGE EQUITY
CAPITALIZATION

CREATING VALUE FOR OUR BUSINESSES

UNIQUE HIGHER-EQUITY, LOWER-DEBT APPROACH

- + Capitalize our businesses with 70% equity
- + Use single outside senior debt class with long amortization, flexible covenants and low interest rates
- = Provides management with the flexibility to pursue acquisitions and expand capital improvement

OFFERING CURRENT INCOME IN ADDITION TO LONG-TERM EQUITY GAINS

- + Quarterly cash distribution to all equity owners, including business owners and management teams
- = Provides current return on equity investment to complement opportunity to participate in future equity gains

GENUINE PARTNERSHIP WITH ALIGNED INCENTIVES WITH FOUNDERS AND BUSINESS OWNERS

- + Invest on the same terms as business owners and managers
- + Augment direct management ownership with equity incentives
- = Aligns incentives among all equity holders and management, and provides management opportunity to participate further in current income and capital appreciation

LONG-TERM INVESTMENT HORIZON TO FOSTER AND DEVELOP GROWTH

- + Current cash yield supports longer-term investment approach
- + Target investment period of five to ten years
- = Allows ownership and management to focus on making strategic decisions that benefit the company for the long term

INVESTMENT STRATEGY AND CRITERIA

Typically control equity investments in private U.S. companies that fit the following criteria:

- Particular areas of interest include: Aftermarket Auto/truck Parts, Consumer Products, Distribution, Food, Business Services, Niche Manufacturing, Packing, Specialty Chemicals/Materials, Direct to Consumer
- Revenues between \$20 million and \$250 million
- EBITDA between \$5 million and \$30 million
- Competitive position with ability to maintain margins Solid, committed management team
- Demonstrated ability to produce excess cash flow
- Manageable customer concentration
- S Corporations, LLC's, partnerships or divisions of larger companies are preferred

ADD-ON CORPORATE ACQUISITION PHILOSOPHY

- Collaborate with management
- Add market share, add product line, diversify customers and/or expand geographically
- Operating profits of \$500K or higher

Please contact John Willert or John Newman with business development opportunities or inquiries:

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Heartwood Partners

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COMPANIES

\$1.7B+

REVENUE

4,500+














EMPLOYEES

70+

LOCATIONS

23

ADD-ONS

COMPANY	INDUSTRY:	BUSINESS DESCRIPTION	LOCATION AND WEBSITE	ADD-ON AQUISITIONS
 ALH	Consumer Products Niche Manufacturing	Designer & manufacturer of high-end, made-to-order furniture.	Dallas, TX www.americanleather.com	<ul style="list-style-type: none"> Brookline Furniture LEE Industries Benchmark Modern
 PARKWAY	Niche Manufacturing Specialty Chemicals/ Materials	Injection molder of plastic and metal component parts.	Greenville, SC www.parkwayproducts.com	<ul style="list-style-type: none"> LMR Plastics Littlestar Plastics ITECH
 M&Q HOLDINGS	Packaging Products	Designer & manufacturer of high temperature plastics, printing and packaging solutions for food, consumer and industrial applications.	Schuylkill Haven, PA www.mqholdings.com	<ul style="list-style-type: none"> Outlook Group Flavorseal
 CMI	Niche Manufacturing	Manufacturer of marine and vinyl sheet piling, HDPE decking boards, aluminum docks and access bridges for marine applications.	Marietta, GA www.cmilc.com	<ul style="list-style-type: none"> Mantle Engineered Plastic Systems
 Fletcher Business Group	Consumer Product, Niche Manufacturing	Manufacturer and distributor of equipment and consumables to the picture framing, wood working and glass end-markets.	East Berlin, CT www.fletcherbiscom.com	<ul style="list-style-type: none"> Frameware
 CHROMASCAPE	Specialty Chemicals/ Materials	Producer of color dispersions and additives for landscape, building material, and graphic art applications.	Twinsburg, OH www.chromascape.com	<ul style="list-style-type: none"> Greenville Colorants Custom Milling & Consulting CEL Chemical
 Sur-Seal	Niche Manufacturing	Manufacturer & distributor of custom sealing solutions to lighting, HVAC, medical, aerospace and industrial end-markets.	Cincinnati, OH www.sur-seal.com	<ul style="list-style-type: none"> Spectex Mueller
 HIGH BAR BRANDS	Aftermarket Auto/Truck Parts, Niche Manufacturing	Manufacturer of aftermarket products for heavy duty trucks including couplings, hitches, fenders, floor mats and tools.	Owatonna, MN www.highbarbrands.com	<ul style="list-style-type: none"> Premier Manufacturing
 Universal Woods	Consumer Product, Niche Manufacturing, Specialty Chemicals/Materials	Developer & manufacturer of coatings & hard-surface coated substrates for image sublimation and mezzanine decking.	Louisville, KY www.universalwoods.com	<ul style="list-style-type: none"> R&D Coatings
 MicroCare	Specialty Chemicals/ Materials	Developer & manufacturer of industrial-use cleaning fluids/coatings for electronics, fiber optic, medical, and other precision cleaning end markets.	New Britain, CT www.microcare.com	<ul style="list-style-type: none"> Certol
 Patten Seed Company 60 YEARS	Consumer Products Food/Agriculture	Producer of sod, seed, compost, and other landscaping products throughout the Southeastern U.S., serving contractors and consumers through retail stores, an eCommerce platform, and directly from farms.	Lakeland, GA www.supersod.com	<ul style="list-style-type: none"> MidTenn Frog Pond
 ALL AMERICAN LABELS & PACKAGING	Packaging Products	Designer, printer & converter of flexographic, digital, and offset pressure sensitive labels, shrink sleeves, folding cartons, flexible packaging, and grand format signage.	Dublin, CA www.americanlabel.com	<ul style="list-style-type: none"> WesternShield
 THE AMLON GROUP	Environmental Services	Provider of recycling, processing, treatment, and management of metal and non-metal bearing industrial and hazardous waste streams.	Plano, TX www.amlonresources.com	<ul style="list-style-type: none"> Southeast hazardous waste processing facility
Prefabricated Modular Building Products	Niche Manufacturing	Fabricator of modular building structures for the municipal market.	Southeast U.S.	
Contract Manufacturer of Nutraceuticals	Niche Manufacturing, Food/Agriculture	Contract formulator, manufacturer, packager/filler, and distributor of specialty dietary supplements, vitamins, botanicals, and other nutraceutical products.	Southeast U.S.	
Supplier of Native Seeds	Food/Agriculture	Producer & sourcer of native grass, wildflower and shrub seeds sold to the commercial, government and consumer markets	Western U.S.	

SELECT FORMER PORTFOLIO COMPANIES

Niche Manufacturing  Allentown Improving Life - 45 in our DNA	Aftermarket Auto/Truck Parts, Consumer Products, Distribution  APG AFTERMARKET PERFORMANCE GROUP	Specialty Chemicals/Materials  Green Color Concentrates	Niche Manufacturing  DERBY FABRICATING	Food/Agriculture  Lone Star BEEF PROCESSORS, LP	Aftermarket Auto/Truck Parts Niche Manufacturing  Roll-Rite	Industrial Services  Stoller	Consumer Products Niche Manufacturing  Twitchell	Consumer Products  WEAVER LEATHER
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