

## Experienced Partner

*to help companies*

## INNOVATE, INTEGRATE, AND GROW

Align Capital Partners (ACP) is a \$325M growth-oriented PE firm making control investments in B2B specialty manufacturing, distribution, and business services companies. We have deep experience and resources to help these types of businesses accelerate their growth, to the benefit of management, employees, and our investors.

### Platform Investment Criteria

- Headquartered in North America
- \$3 - \$10mm of EBITDA
- Niche leadership and differentiated market position
- Recurring demand products/services
- Actionable organic growth and/or add-on prospects
- 30%+ gross margins | 15%+ EBITDA margins

### Why Align Capital Partners?

- **Experienced Investors**  
The ACP team has completed 90+ transactions representing more than \$5 billion in enterprise value.
- **Professional Execution**  
ACP brings larger firm execution experience and growth resources to the lower middle market.
- **Trusted Partners**  
We approach each transaction with the individual focus it deserves, tailoring our approach and resources to the needs of each company.

### PREFERRED SECTORS

#### *Specialty Manufacturing*

- Aerospace & Defense Products
- Commercial/Industrial Aftermarket Products
- Filtration and Fluid Separation
- Industrial Components
- Infrastructure and Utility Products
- Medical and Dental Products
- Niche Building Products
- Oil and Gas Products
- Specialty Chemicals, Adhesives, and Packaging
- Specialty Contract Manufacturing

#### *Value-Added Distribution*

- Industrial, Medical, and Safety Products
- Specialty Food and Ingredients

#### *Business Services*

- Certification and Training
- Dental, Veterinary, and Vision Clinics
- Environmental, Industrial, and Utility Services
- Safety, Quality Assurance, and Risk Management Services
- Tech-enabled Outsourced Services and SaaS Models
- Transportation and Logistics

### TARGETED THEMES

#### *B2B Certification and Training*

Providers of professional C&T programs to assist in regulatory compliance, workplace safety, or employee career advancement certifications.

#### *Veterinary Services*

Veterinary clinics and/or hospitals (both emergency and specialty care) with 2+ locations, to create a vet services platform with regional leadership.

# ACTIVE INVESTMENTS



*Environmental Services*

**October 2016 | HQ: Decatur, AL**

Alliance Source Testing is a leading provider of source emissions testing services to industrial facilities in the United States.

**ADD-ONS**

- April 2017: Acquired Golden Specialty
- March 2018: Acquired Air Pollution Testing
- Criteria: Air testing providers enabling geographic or service line expansion



*Food and Ingredient Testing*

**December 2017 | HQ: Memphis, TN**

Barrow is a provider of food safety and testing solutions to food, ingredient, and feed manufacturers, suppliers, and distributors.

**ADD-ONS**

- Criteria: Outsourced lab testing services for the food, ingredients, grain, pharma, cosmetic, or nutraceutical end markets



*Tech-Enabled Outsourced Services*

**September 2018 | HQ: Wayland, MA**

iPROMOTEu is a tech-enabled business process outsourcing provider to a network of independent distributors of promotional products.

**ADD-ONS**

- Criteria: Competitive affiliate, franchise, or independent distributor models



*Fire & Life Safety*

**December 2017 | HQ: Louisville, KY**

ISA is a leading national provider of fire and life safety services for commercial facilities throughout North America. ISA also has a parts business that allows it to service and supply both new and legacy systems.

**ADD-ONS**

- August 2018: Acquired ABCO Fire Protection
- Criteria: Fire and life safety or commercial security system service providers



*Reliability and Safety Services*

**November 2017 | HQ: Indianapolis, IN**

Lewellyn / Predictive platform is a provider of critical enterprise asset management, workplace safety training, and inspection services.

**ADD-ONS**

- August 2018: Acquired Predictive Service
- Criteria: Enterprise asset management, electrical safety, and/or training service providers



*Water Filtration*

**June 2017 | HQ: Glen Cove, NY**

Pleatco is a leading designer and manufacturer of pleated filter cartridges, DE grids, and filter wash products for the pool and spa market.

**ADD-ONS**

- Criteria: Filtration assets serving alternative end-markets or other consumable water quality products serving the pool and spa sector

# CONTACT US

**Steve Dyke**  
Managing Partner  
216.505.8667  
sdyke@aligncp.com

**Chris Jones**  
Managing Partner  
216.505.8645  
cjones@aligncp.com

**Robert Langley**  
Managing Partner  
214.780.0851  
rlangley@aligncp.com

**Katie Noggle**  
Business Development  
216.505.6463  
knoggle@aligncp.com

## CLEVELAND

3201 Enterprise Pkwy, Ste 205  
Beachwood, OH 44122

## DALLAS

3811 Turtle Creek Blvd, Ste 1010  
Dallas, TX 75219

INNOVATE. INTEGRATE. GROW.

