



“RKCP has grown every year since its founding. We attribute our success to strong relationships, the BEST research product in the industry, hard work and good luck. We are grateful for our relationships with entrepreneurs and clients alike that have resulted in dozens of transactions.”

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President/Owner
RK Capital Partners

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Who We Are

- Founded in 2003, RK Capital Partners is a buy-side, business development firm retained by private equity firms and strategic buyers to generate proprietary acquisition opportunities
- Extensive experience across numerous sectors including industrial, business services, healthcare, information technology, transportation, and consumer
- Target 20-25 closed transactions per year with aggregate enterprise value of \$1 billion
- Team includes 6 senior business development professionals with backgrounds in corporate finance, management consulting and private equity
- All research performed in-house
- RKCP is entirely compensated by our buyer-clients

What We Do

- Provide business owners the opportunity to achieve a liquidity event and/or raise capital without the disruption and loss of confidentiality from a traditional sales process
- Work with successful entrepreneurs who may not have complete financial information or fancy presentations available
- Lower the opportunity cost for buyers and sellers

RKCP Difference

- Highest ratio of deal closings to team member in the industry
- Best proprietary research capabilities in the industry
- Senior level attention-to-detail and transaction experience
- Strong understanding of the deal-making process, including financial and non-financial considerations

Acquisition Services

- For platforms, RKCP's clients typically seek acquisition opportunities with enterprise values ranging from \$20 to \$500 million. For strategic "add-on" searches, however, there is no size minimum.
- Transactions include:
 - 100% sale of the business
 - Recapitalizations of family-owned businesses
 - Growth capital raises
 - Management buyouts (MBOs)
 - Mergers
 - Strategic add-on acquisitions
 - Select special situations



CASE STUDIES



Acquired



FullSpeed Automotive™ is the 4th largest independent franchisor of automotive quick lube centers with over 500 locations in the U.S. and internationally.

Platform Search

- CenterOak and its predecessor firm, which have managed over \$1.8 billion of equity capital, retained RCKCP to acquire a new platform in the consumer services marketplace.
- RKCP identified Colorado-based FullSpeed Automotive™, one of the nation's largest independent franchisors of automotive quick lube centers with 500 automotive centers across the globe.
- FullSpeed's brands include Grease Monkey®, SpeeDee®, LubePro's®, Monkey Shine® car wash, Havoline® xpress lube®.
- Subsequent to RKCP's introduction, CenterOak acquired FullSpeed Automotive™ and is helping management to grow the business through a combination of organic initiatives and strategic acquisitions.
- RKCP continues to work with CenterOak and FullSpeed's management in their efforts to aggressively grow the platform through acquisitions in existing and new markets.



Acquired



Founded in 1990 and based in Wisconsin, Superior Health Linens is one of the largest providers of outsourced linen management services to the healthcare industry.

Platform Search

- Thompson Street Capital Partners, a \$1.5 billion investment firm based in St. Louis, retained RKCP to help it acquire leading value-added providers of outsourced services to the healthcare sector.
- RKCP identified Superior Health Linens, an industry-leading provider of healthcare linens services operating 6 plants in Illinois and Wisconsin.
- Subsequent to the recapitalization of Superior Health Linens, Thompson Street Capital Partners merged Superior Health Linens with Kentucky-based, Logan's Linens, a TSCP portfolio company.
- The combined Logan's/Superior Linens companies operate 8 state-of-the-art plants, service healthcare clients across the upper and central Midwest, and will process in excess of 100 million pounds of healthcare linen annually.

CONTINUED



CASE STUDIES

TRINITY HUNT PARTNERS

Acquired



Founded in 1985 and comprised of more than 400 employees, Miller Environmental Services is a premier provider of industrial cleaning and environmental services.

Platform Search

- Trinity Hunt Partners, a \$500 million investment firm based in Dallas, retained RKCP to help it partner with a leading provider of industrial cleaning and environmental services.
- Founded in 1985 and comprised of more than 400 employees, Miller Environmental Services was identified as a premier provider of such services for the downstream, midstream and upstream hydrocarbon processing markets.
- Miller Environmental is an attractive business because of its strong culture of safety, proprietary technology-enhanced equipment and experienced operations personnel.
- Trinity Hunt Partners acquired the business and is providing meaningful resources to expand Miller Environmental's reach and market share along the Gulf Coast.

TRINITY HUNT PARTNERS

Acquired



Mid America Pet Food is a leading manufacturer of super premium branded pet food products for dogs, cats and horses. Brands include Victor Super Premium Dog Food, Mers and Extruded Advantage.

Platform Search

- Trinity Hunt Partners, a \$500 million investment firm based in Dallas, retained RKCP to help it acquire a leading manufacturer of animal nutrition products.
- Trinity Hunt Partners previously led a very successful investment in a provider of manufacturing and packaging services for premium pet food labels.
- After performing extensive market research, RKCP identified Mid America Pet Food as a leader in the super premium pet food industry.
- The owner of Mid America Pet Food was only interested in a partnership with a strategic investor with expertise in the pet food industry.
- Trinity Hunt Partners recapitalized the business and provided capital to support Mid America Pet Food's rapid organic growth.

CONTINUED



CASE STUDIES CONTINUED



Acquired



Founded in 1942 and based in Syracuse, New York, Strathmore is a leading manufacturer of industrial coatings for the OEM/Industrial and Rail/Locomotive markets.

Platform Search

- Capital Southwest Corporation (NASDAQ – CSWC) a \$775 million investment firm, retained RKCP to help it acquire a leading provider of industrial coatings.
- Through its affiliates Whitmore and Jet-Lube, CSWC is an experienced investor in high-performance coatings and lubricant manufacturing operations.
- RKCP identified Strathmore Products, the largest, independent manufacturer of specialty coatings for OEM and transportation markets.
- As a family-owned business, Strathmore Products' shareholders were interested in a strategic partner that would protect the legacies of the founders.
- Capital Southwest Corporation acquired Strathmore Products and is working closely with management to fund growth opportunities in the US and overseas.

PFINGSTEN

Acquired



Des-Case is the leading manufacturer and provider of desiccant breathers, fluid handling products and consulting/training services within the equipment reliability market.

Platform Search

- Pfingsten Partners, a \$1 billion investment firm based in Chicago, retained RKCP to help it make a meaningful investment in the equipment reliability market.
- RKCP identified Des-Case Corporation, the leading supplier of lubrication contamination control products.
- Des-Case was interested in a partner to assist with the recapitalization of the business, in addition to funding expansion efforts.
- Pfingsten subsequently acquired a majority equity position in Des-Case and is working with management to grow the business.

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CASE STUDIES CONTINUED

Berkshire Partners

Acquired



National Vision is a leader in the value segment of the U.S. optical retail industry. The company operates over 700 low-price vision centers, including the fast-growing America's Best Contacts & Eyeglasses and Eyeglass World free-standing concepts and vision centers inside Walmart, Fred Meyer and on U.S. Military bases.

Platform Search

- Berkshire Partners, an \$11 billion investment firm based in Boston, retained RKCP to help it acquire a niche, value-added retailer.
- In conjunction with an operating executive, RKCP facilitated the introduction to National Vision, Inc., which now operates over 700 optical centers in North America.
- Nation Vision was interested in a take private transaction and raising capital to fund growth plans.
- The business successfully completed a going private transaction and has grown significantly since the acquisition.



Acquired



Founded in 1976 and headquartered in Columbia, SC, AMCOL Systems is a leading provider of revenue cycle management services focus on self-pay collections, bad debt recovery and insurance claims resolution services for hospitals, large physician groups and other healthcare providers.

Platform Search

- Based in Miami, Pine Tree Equity Partners, a \$200 million investment firm focused on the investment in and expansion of small capitalization companies, retained RKCP to acquire a leading provider of cost containment solutions for the healthcare sector.
- RKCP identified South Carolina-based AMCOL Systems, a leading provider of revenue cycle management services focused on self-pay collections, bad debt recovery and insurance claims resolution services for hospitals, large physician groups and other healthcare providers.
- Pine Tree recapitalized the family-owned business, allowing the founders to transition and for existing senior management to stay on and more aggressively grow the business through acquisitions.
- RKCP continues to work with AMCOL to identify and acquire healthcare collections companies in new geographies, in addition to businesses that can provide complementary service offerings.

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CASE STUDIES CONTINUED



Acquired



Autism Home Support Services is one of the nation's largest providers of in-home, one-on-one services to children with Autism Spectrum Disorders.

Add-On Search

- RKCP was retained by Invo Family of Companies, a leading national provider of school and community behavioral health and other therapeutic services to individuals with special needs, including Autism Spectrum Disorder.
- Invo serves more than 60,000 children annually in the areas of occupational therapy, physical therapy, speech and language pathology, and Applied Behavioral Analysis, in schools and other community-based settings across the United States.
- Invo is well-capitalized, backed by The Wicks Group and The Jordan Company, two leading New-York based investment firms investing in middle-market companies in industries including education.
- RKCP identified Autism Home Supportive Services, one of the largest providers of in-home, one-on-one services to children with Autism Spectrum Disorders with multiple locations in Illinois, Colorado, and Michigan.
- Invo subsequently acquired AHSS and is providing management with strategic resources to help the company keep up with its rapid growth.



Through its portfolio company



Acquired the Chinese operations of



LCR is the leading provider of EMI Filter and Electronic Control products to OEM customers worldwide.

Add-On Search

- Audax Group, a \$5 billion investment firm based in Boston, retained RKCP to help it expand Astrodyne's product offerings for the power supplies marketplace.
- RKCP identified LCR Electronics, a leading manufacturer of EMI filters and electronic control products for military, telecom and commercial applications.
- LCR was interested in divesting its power filter operations in China.
- Astrodyne subsequently acquired LCR's Chinese operations, which resulted in meaningful revenue growth and further expansion into international markets.

CONTINUED



CASE STUDIES CONTINUED



Insight Equity

Through its portfolio company

A.P. PLASMAN INC

Acquired

A-BRITE PLATING COMPANY

A-Brite is one of the largest providers of plating on plastics services for automotive and heavy-duty truck customers in North America.

Add-On Search

- RKCP was retained by Insight Equity (a \$1.8 billion investment firm) and A.P. Plasman, a leading provider of automotive plastics and automated painting solutions.
- Based in Canada, A.P. Plasman has over 1,000 employees and operates six facilities in North America.
- A.P. Plasman was interested in acquiring a provider of plating on plastics services to support its growing business.
- RKCP identified A-Brite, which offers state-of-the-art finishing capabilities for all of the major automotive OEMs.
- A.P. Plasman successfully acquired A-Brite in an accretive transaction that was also beneficial for the selling shareholders.



Insight Equity

Through its portfolio company

Dustex
Product Recovery & Air Pollution Control For Industry

Acquired

LUNDBERG

Lundberg Solutions is a leading supplier of customized air pollution control systems for the control of non-condensable gases, VOC's, HAP's and particulate matter.

Add-On Search

- RKCP was retained by Insight Equity (a \$1.8 billion investment firm) and Dustex, a leading designer and manufacturer of multi-pollutant air pollution control equipment and systems.
- Founded in 1947 and based in Georgia, Dustex holds over 20 patents in the APC industry.
- Dustex was interested in acquiring a business which offered complementary technologies and access to additional markets.
- RKCP identified Lundberg Solutions which helps clients manage emissions, improve energy efficiency, and modify evaporator systems through the recovery of chemical processing system byproducts.
- As a result of the acquisition of Lundberg Solutions by Dustex, the acquiror's revenues and EBITDA more than doubled.