

Blue Point Capital Partners is a private equity firm that partners with entrepreneurs and management teams to invest in niche dominant, lower middle-market industrial, business services, consumer and value-added distribution companies and help drive transformative change. Blue Point has been investing for more than two decades and completed over 140 investments with a total transaction value of over \$9 billion.

Fund History

Blue Point Capital Partners, L.P. (2000): \$415MM – 20 platforms and 12 add-ons; all realized
 Blue Point Capital Partners II, L.P. (2006): \$400MM – 16 platforms and 19 add-ons; 15 realized
 Blue Point Capital Partners III, L.P. (2014): \$425MM – 12 platforms and 35 add-ons; 6 realized
 Blue Point Capital Partners IV, L.P. (2018): \$731MM – 13 platforms and 16 add-ons; 1 realized

Why Blue Point?

- Long track record of partnering with exceptional management teams and companies with industry leading positions
- Strong partnerships with family- or entrepreneur-owned businesses to drive growth while respecting the owner’s legacy
- Transparent, efficient and timely transaction process, conducted with the highest levels of integrity
- Strategic and economic resources of a global organization, while remaining an approachable firm with regional presence
- Unique value creation capabilities to support management teams and build value

Recent Recognitions



Investment Criteria

Revenue

\$30MM - \$300MM

EBITDA

\$7MM - \$50MM
(No minimum for add-on acquisitions)

Equity Capital

\$40MM - \$150MM

Geography

- United States
- Canada

Transaction Types

- Family-Owned & Closely Held
- Buyout & Recapitalizations
- Buy & Build

Blue Point Toolkit

Global Supply Chain

- Supply chain strategy, efficiency and cost expertise
- Support revenue growth, product development and sourcing initiatives

Data & Digital

- Pricing optimization
- Inventory management
- Digital marketing and e-commerce
- Customer and product analytics

Human Capital

- Human capital strategy and planning
- Talent acquisition, assessment and management
- Culture and employee engagement
- Diversity, equity and inclusion

M&A (51 add-ons across BPCP III & IV)

- Geographic or customer expansion
- Complementary and new product offerings
- Cost synergies and scale

Operating Executive Group (OEG)

- Diverse network of industry and functional experts
- Work closely with portfolio management teams

Sector Focus

Industrial

- Aerospace & Defense
- Auto Aftermarket
- Chemicals
- Engineered Products
- Industrial Technology
- Niche Manufacturing
- Packaging

Consumer

- Apparel & Footwear
- E-commerce
- Food & Beverage
- Household Products
- Outdoor & Enthusiast Products
- Pet

Business Services

- Digital Services
- Environmental Services
- Facility & Commercial Services
- Industrial & MRO Services
- Infrastructure & Utility Services
- Residential Services
- Specialty Consulting
- Transportation & Logistics

Value-Added Distribution

- Consumer
- Healthcare
- Industrial

Investment Team & Resources

Cleveland

Chip Chaikin
Partner

John LeMay
Partner

Sean Ward
Partner

Charley Geiger
Partner

Jonathan Pressnell
Partner

Jeff Robich
Partner

Rick Soukup
Principal

Evan Cottington
Principal

Bobby Exler
Senior Associate

Ricky Kertis
Senior Associate

John Broussard
Associate

Lance Curtis
Associate

Charlotte

Juli Marley
Partner

Brian Castleberry
Partner

Keith Durante
Senior Associate

Alex Weinstein
Senior Associate

Rachel Glenn
Associate

Seattle

Dennis Wu
Managing Director

Tye Howell
Managing Director,
Data & Digital

Zoe Schackel
Associate,
Business Development

Shanghai

Jackie Zhang
Vice President

Dallas

Megan Kneipp
Managing Director,
Bus. Development

Business Model	Portfolio Company	Business Description	Add-on Target Profile
Industrial			
	Russell Hendrix Investment Date: September 2015 HQ: Vancouver, BC, Canada Fund: BPCP III	Foodservice Equipment Distribution Distributor and manufacturer of foodservice equipment and supplies (FE&S) in Canada	<ul style="list-style-type: none"> – FE&S distributors serving complementary geographies and customer segments – Food service parts and service companies
	SBG Holdings, Inc. Investment Date: August 2017 HQ: Kent, WA Fund: BPCP III	Niche Manufacturing Manufacturer and distributor of equipment, consumables and spare parts used in concrete polishing	<ul style="list-style-type: none"> – Complementary products used in concrete polishing – Expand international presence
	VRC Engineered Solutions Investment Date: August 2019 HQ: Milwaukee, WI Fund: BPCP IV	Engineered Products Manufacturer of custom molded rubber, plastic and sealing components	<ul style="list-style-type: none"> – Expand product offerings – Enhance processes and manufacturing capabilities – Diversify end markets
	Mattco Forge, Inc. Investment Date: December 2019 HQ: Paramount, CA Fund: BPCP IV	Aerospace & Defense Designer and manufacturer of engineered forged metal products for the aerospace and defense industry	<ul style="list-style-type: none"> – Insource third-party processing – Enhance forging capabilities – Expand manufacturing capacity
	Transtar Investment Date: January 2021 HQ: Walton Hills, OH Fund: BPCP IV	Auto Aftermarket Distribution Distributor of aftermarket automotive driveline and transmission components	<ul style="list-style-type: none"> – Expand product portfolio – Increase access to the remanufactured market
	Brimar Industries, LLC Investment Date: November 2021 HQ: Garfield, NJ Fund: BPCP IV	Niche Manufacturing; E-Commerce Designer and manufacturer of safety signs, labels, pipe markers, traffic/parking signs and related accessories	<ul style="list-style-type: none"> – Strong e-commerce presence or direct sales strategy – Complementary product categories – Recurring revenue and customer profile
	siffron Investment Date: September 2022 HQ: Twinsburg, OH Fund: BPCP V	Niche Manufacturing & Distribution Designer, manufacturer and supplier of retail merchandising and display solutions	<ul style="list-style-type: none"> – Expand geographic reach – Increase product portfolio
Business Services			
	Sylvan Group Investment Date: March 2018 HQ: Pontiac, MI Fund: BPCP III	Industrial Maintenance Pipe installation & fabrication, millwright & rigging, electrical, boiler & turbine contracting and maintenance services	<ul style="list-style-type: none"> – Diversify customer base and end markets – Broaden geographic reach – Expand services offerings and recurring maintenance
	TAS Environmental Services Investment Date: May 2019 HQ: Fort Worth, TX Fund: BPCP IV	Environmental Services Environmental and industrial cleaning, maintenance and remediation services	<ul style="list-style-type: none"> – Expand service offering – Increase geographic reach
	Stax Inc. Investment Date: November 2021 HQ: Boston, MA Fund: BPCP IV	Specialty Consulting Provider of analytically-driven strategy consultation services	<ul style="list-style-type: none"> – Strong, niche consulting practices – Add complementary service offerings – Increase access to additional geographic markets
	National OnDemand Investment Date: December 2021 HQ: Burlington, NC Fund: BPCP IV	Telecom Services Provider of outsourced service solutions for communications and utilities infrastructure customers	<ul style="list-style-type: none"> – Expand geographical reach – Add complementary service offerings – Diversify customer mix
Consumer			
	Premier Needle Arts (PNA) Investment Date: December 2014 HQ: North Salt Lake, UT Fund: BPCP III	Enthusiast Products Distributor, manufacturer and online retailer of quilting, sewing, knitting and other craft products	<ul style="list-style-type: none"> – Expand into new hobbyist markets – Add complementary consumable products – Broaden sales channels and geographic reach
	Spector & Co. Investment Date: March 2018 HQ: Montreal, QC, Canada Fund: BPCP III	Consumer Products Distributor of writing instruments, journals, bags and other business gifts to the promotional industry in North America	<ul style="list-style-type: none"> – Provide core or near-adjacent promotional product categories – Enhance customer relationships
	Next Level Apparel Investment Date: August 2018 HQ: Gardena, CA Fund: BPCP III & IV	Apparel Designer and supplier of quality, casual apparel to the promotional product, ad specialty and other decorated apparel markets	<ul style="list-style-type: none"> – Expand internationally – Add complementary products
	Country Pure Foods, Inc. Investment Date: December 2019 HQ: Akron, OH Fund: BPCP IV	Food & Beverage Manufacturer and distributor of branded and private label beverage products	<ul style="list-style-type: none"> – Expand product portfolio – Increase customer reach in food service and grocery channels
	Weaver Leather Investment Date: March 2021 HQ: Mt. Hope, OH Fund: BPCP IV	Enthusiast Products Distributor and manufacturer of a broad line of branded and non-branded enthusiast products	<ul style="list-style-type: none"> – Strong brands in existing niche categories – Expand product portfolio – Increase access to new adjacent enthusiast categories
	Water Lilies Foods Investment Date: August 2022 HQ: Bay Shore, NY Fund: BPCP IV & V	Food & Beverage Manufacturer and distributor of premium frozen Asian-inspired cuisine	<ul style="list-style-type: none"> – Broaden geographic reach – Expand product portfolio – Increase distribution and manufacturing capabilities
	Europa Eyewear Investment Date: April 2023 HQ: Vernon Hills, IL Fund: BPCP V	Healthcare / Consumer Products Designer and manufacturer of proprietary eyewear frames primarily serving the independent eyecare provider market.	<ul style="list-style-type: none"> – Broaden brand portfolio – Expand product offering in underpenetrated consumer segments – Accelerate DTC/e-commerce strategy