

## Overview

Three long-tenured partners from Linsalata Capital have launched a new firm deploying a distinct investment strategy focused on bringing middle market experience to smaller companies

## Business Attributes

- Market leader with a proprietary product, solid value proposition & brand value
- Above average market growth prospects
- Serving specialty channels
- End market / sector diversity
- Combination of manufactured product & global sourcing
- Barriers to entry
- New product development engine
- Manageable customer & supplier concentration
- Strong continuous improvement & safety culture
- Attractive gross margins with “value add” EBITDA margins



## Representative Industries

- Aerospace & Defense
- Automotive Aftermarket
- Building Products
- Enthusiast Products
- Industrial Technology & Components
- Motion & Process Control
- Personal Protective Equipment & Apparel
- Test & Measurement
- Water & Filtration

## Situational / Operations Experience

- Management succession and transition
- Global sourcing and supply chain initiatives including operations in China, Mexico and Indonesia
- Executed 30+ strategic add-on acquisitions
- Strategic planning development and execution
- Expansion, re-design and re-direction of sales teams
- ERP, CRM and other critical systems implementations
- Greenfield facility expansions as well as warehouse consolidations

## Investment Criteria

- Manufacturers & Distributors
- Industrial & Consumer Products
- Engineered Products & Services
- Under-Invested Companies
- Market Leaders with Clear Value Proposition & Barriers to Entry



< \$6M  
EBITDA



< \$50M  
Enterprise Value



HQ in  
North America

## Investment Experience

Auto Aftermarket	Building Products	Niche Manufacturing	Other Industrial	Home Products	Niche Apparel	Other Consumer
						

## Watervale Team

**Mike Faremouth**  
President  
12 years @ LinCap

**Jim Guddy**  
Managing Director  
7 years @ LinCap

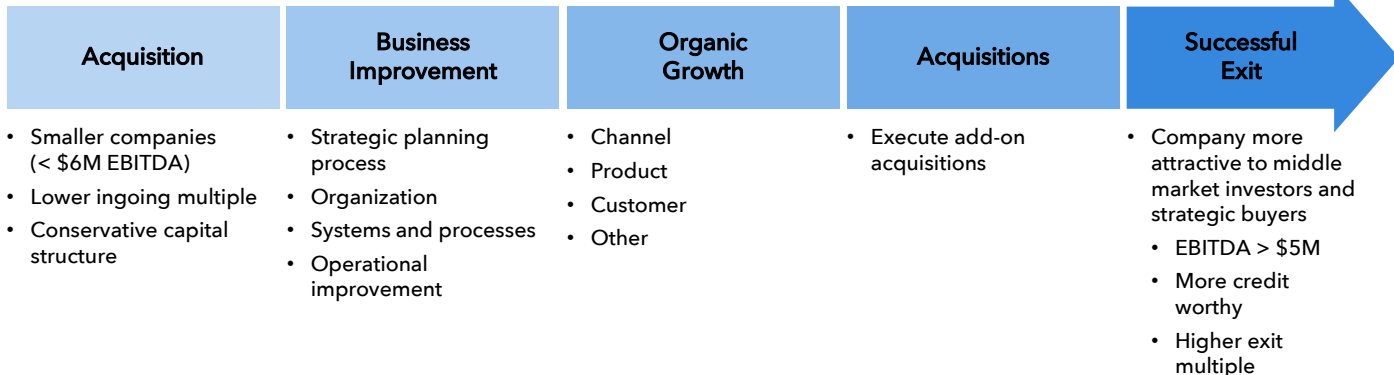
**Eric Bacon**  
Managing Director  
27 years @ LinCap

**Alex Campau**  
Vice President  
3 years @ LinCap

50 years of combined private equity experience



## Investment Strategy



## Contact Information

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