

Industrial Products And Services

We invest in a wide range of industrial products and services in companies with highly engineered, value-added products or services that are difficult to replicate with a clear ROI-based value proposition and led by outstanding management teams.



SPECIALTY DISTRIBUTION

Our specialty distribution practice seeks to invest in a wide range of distribution models where there is a clear, value-add solution provided to both suppliers and customers in a logistically complex supply chain. Ideal companies will provide a technical solution powered by sales and customer service, an ease to transacting, a tech-enabled digital / e-commerce offering, and are driven by data-informed decision making that results in a strong ROIC.”

Sub-sectors of particular interest include:

- Aftermarket parts and accessories
- Commercial and light industrial equipment
- Consumable products
- Engineered components (e.g. specialty hardware, sensors)
- Industrial and commercial automation and access controls
- Power transmission, flow, process and motion control
- Tools and supplies for specialty professional contractors
- Test and instrumentation

Company attributes we look for:

- Identifiable source of differentiation
- Deep product assortments in focused categories
- Highly knowledgeable, often technical sales force
- Robust use of data to drive efficiencies and close customer relationships
- Strong market share in a fragmented niche
- Opportunity to drive value through complementary acquisitions
- Gross margins in excess of 30% and/or EBITDA margins in excess of 10%
- High returns on invested capital

Representative Investments



**PLIMPTON
& HILLS**

**PEARLMAN[®]
GROUP**



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