



HERITAGE

WE UNDERSTAND
FAMILY BUSINESSES

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COMPANY OVERVIEW

Heritage is the leading private equity investment firm dedicated to the acquisition and equity-based recapitalization of private, family-owned businesses. Since 1987, the team has assembled a diversified portfolio of over fifty investments with aggregate revenues surpassing \$3.5 billion.

Investment Structure: *The Private IPO*[®]

- Minority equity recapitalization of middle market family-owned or founder-controlled businesses
- Provides the following:
 - **Immediate Liquidity** to achieve personal portfolio diversification, cash-out minority shareholders or inactive family members and create the basis for estate planning.
 - **Voting Control** of the company through relatively modest reinvestment so that family firms remain in the family's hands.
 - **Growth Capital** devoted to take the family business to the next level.
 - **Economic Upside** that can provide the family 50% of the equity value of the business at exit even though family typically provides 33% of equity.
 - **Experienced Financial Partner** with the resources, track record, and motivation to support future growth and increase the company's market share via acquisitions or strategic capital expenditures.
 - **Unique Partnership** with a firm whose culture is based on trust, integrity, and creativity Heritage Partners is dedicated to working with private family enterprises confronting the challenging and conflicting issues associated with generational transition.

Investment Criteria

- Privately held, mature businesses with a minimum of five years of stable cash flows
- Effective and experienced management teams interested in a meaningful reinvestment in the business
- Consolidating or fragmented industries

Industries of Particular Interest

- Aerospace
- Consumer Products
- Food & Beverage
- Healthcare & Healthcare Services
- Manufacturing
- Media & Publishing
- Pet Products & Services
- Plastic & Packaging
- Printing & Publishing
- Value-added Distribution

Company Size

- Minimum Enterprise Value: \$30 million
- Minimum EBITDA: \$5 million
- Minimum Revenues: \$30 million

Please address new investment opportunities to:

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Sample Transactions



AmerTac Holdings is a designer, marketer and distributor of consumer products for the DIY and mass merchant channels with product lines targeting the electrical and lawn and garden categories.
www.amertac.com

Bennett Footwear Group LLC

Bennett Footwear Group is a designer, marketer and distributor of branded and private label women's and children's footwear.



W.A. Butler Company, Inc. is the largest national veterinary distributor of animal health products for companion animals in the U.S.

www.wabutler.com



Castle Rock Industries, Inc. is a designer, manufacturer and marketer of innovative floor and carpet maintenance equipment for commercial and industrial applications.

www.castlerockind.com



Cecilware is a designer and manufacturer of foodservice equipment serving several market segments within the U.S. foodservice industry.

www.cecilware.com



Headquartered in Cambridge, Ontario, Centra Industries is a family-owned manufacturer of structural components and assemblies for commercial aircraft, specializing in high-speed production of geometrically complex, tight tolerance parts.

www.centra-ind.com

ENTERPRISE NEWSMEDIA, LLC

Enterprise NewsMedia LLC, based in Quincy, Massachusetts, is a holding company formed in 1996 to acquire and manage a collection of community newspapers.

www.southofboston.com



Geneva Watch Group, Inc., headquartered in New York, is a designer, manufacturer and retailer of high-quality brand watches, such as Kenneth Cole, BCBG, Tommy Bahama, Freestyle, and other brands.

www.genevawatchgroup.com



idX Corporation is a worldwide leader in the store fixtures industry, competing primarily in the high quality retail, department and specialty store environments.

www.idxcorporation.com



OneSource Distributors is recognized as one of Southern California's premier sources for quality electrical products and customer service.

www.1sourcedist.com



Saunders & Associates, Inc. is a premier, global manufacturer of test, measurement, and production equipment supplying the global frequency control device ("FCD") manufacturing industry.

www.saunders-assoc.com



Skilled Healthcare is an operator of long-term care facilities and a leading provider of a full continuum of post-acute care services, with a strategic emphasis on sub-acute specialty medical care.

www.skilledhealthcare.com



Sunrise/Frozsun Holdings, LLC, based in Placentia, California, is the largest integrated supplier of fresh and processed frozen strawberries in the United States.

www.sunrisegrowers.com

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