



Industrial Sector Focus

INVESTMENT TARGETS

- Niche and/or value-added distribution
- Highly engineered and differentiated manufacturing
- Critical path, differentiated, and recurring industrial services

INVESTMENT THEMES

- *Globalization* — Global relationships with blue chip multinational customers/suppliers will drive growth and success
- *Value-Add Through Service/Technology* — Ability to leverage service/technology to drive resilient and recurring revenue streams
- *Scale and Market Position Matter* — “Reason to exist” with a clear path to vertical or horizontal consolidation

OVERALL INVESTMENT PARAMETERS

- Proven business model with ability to weather industrial cycles
- Critical and differentiated product/process in the supply chain of growing and global end markets
- Strong management team with a global perspective
- Demonstrated ability to grow organically and/or gain market share
- Relative strength in sales and marketing functions versus competitor base


N|E|P

Norwest Equity Partners


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REPRESENTATIVE INVESTMENTS


MANUFACTURING


 **CARSON** Manufacturer of plastic enclosures and boxes


 **CVI Melles Griot** Optical components*


 **INNO·ware** Foodservice plastic containers and paper products*


 **LONGWOOD** Diversified rubber products


 **Michaels OF OREGON CO.** Manufacturer of products for the hunting, shooting sports, and law enforcement markets

 **NORWESCO** Manufacturer of plastic agricultural and septic storage tanks


 **PALADIN** Manufacturer of mobile equipment attachments


 **PELICAN** Manufacturer of plastic industrial safety products


 **WARN** Leading manufacturer of plastic disposable products

 **WNA** Manufacturer of drive train components, winches, and accessories

DISTRIBUTION/INDUSTRIAL SERVICES

 **Imperial** Distributor of aftermarket components for fleet and related industries

 **JACOBSON COMPANIES** Third party logistics provider

 **METRIC LINDSTROM LLC** Master distributor of metric fasteners*

*Seeking add-on investment opportunities

INDUSTRIAL INVESTMENT TEAM

John Lindahl
Managing General Partner
612.215.1659
jlindahl@nep.com

Todd Solow
Partner
612.215.1671
tsolow@nep.com

Andrew Cantwell
Principal
612.215.1680
acantwell@nep.com

Erik Torgerson
Senior Advisor
612.215.1665
etorgerson@nep.com

Full bios and portfolio responsibilities are available at www.nep.com.