



Norwest Equity Partners



Distribution



Industrial

INVESTMENT STRATEGY

TARGETS

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

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

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

DISTRIBUTION AND INDUSTRIAL SERVICES TEAM

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REPRESENTATIVE INVESTMENTS

MANUFACTURING

- Manufacturer of plastic enclosures and boxes
- Manufacturer of optical components
- Manufacturer of converted paper products
- Diversified rubber products
- Manufacturer of products for the hunting, shooting sports, and law enforcement markets
- Manufacturer of plastic agricultural and septic storage tanks
- Manufacturer of mobile equipment attachments
- Manufacturer of plastic industrial safety products
- Manufacturer of drive train components, winches, and accessories
- Leading manufacturer of plastic disposable products
- Recycler of lead-acid batteries
- Distributor of aftermarket components for fleet and related industries
- Third party logistics provider
- Master distributor of metric fasteners