



Dorner Manufacturing

Company Profile

HEADQUARTERS:

Hartland, WI

INDUSTRY:

Specialized Light Manufacturing

TRANSACTION TYPE:

Buyout

INVESTMENT DATE:

June 2012

EXIT DATE:

March, 2017

FUND:

II, III

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Overview

Dorner is a leading designer and manufacturer of unit handling conveyor systems and component parts used in automation applications for industrial, packaging, food, medical, and pharmaceutical end markets. Dorner maintains an installed base of over 50,000 conveyors and serves over 4,000 customers annually.

Transaction Dynamics

An acquisition from a family owner. Management made a significant reinvestment in the company as part of the transaction.

Investment Thesis

- ▶ Strong, established brand name in niche market
- ▶ Market leader in product and technology innovation
- ▶ Numerous avenues for organic growth, including new product introduction, geographic expansion, and OEM account development
- ▶ Highly diversified business in terms of customers, end markets, and product lines
- ▶ Scalable manufacturing operations as result of commitment to lean manufacturing principals

Incline Value Enhancement

- ▶ Leveraged market knowledge from investment in Portec
- ▶ Supported investments in R&D for new product development
- ▶ Expanded internationally through opening new offices in Canada and Mexico and acquisitions in Germany and Malaysia.
- ▶ Improved operational efficiency for custom (ETO) projects and expanded manufacturing capabilities
- ▶ Implemented web-based "D-pricer" tool to better track quotes and success rates