



Incline takes a personal approach to private equity. We are a people-first, results-driven firm that aims to transform small and mid-sized companies into world-class enterprises. By applying The Incline Way to everything we do we have created a way of investing that is collaborative, thoughtful and effective.

## Investment Criteria

 **USA or Canada**  
Locations

 **\$25MM - \$300MM**  
**\*No Minimum for Add-Ons**  
Generally Seeking Enterprise Values

 **Buyouts, Corporate Divestitures, Minority Recapitalizations**  
Transaction Types

## Business Sectors

### Value-Added Distribution

Significant value-add from product alteration, technical sales, logistics, complex sourcing or category management.



### Specialized Light Manufacturing

Consumer and industrial products with significant brand equity, a unique value proposition and high margins.



### Business Services

High customer repeatability and recurring revenue. Meaningful economies of scale. Business merits and process must be institutional.



\* Representative portfolio

## The Incline Way



## Contact

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# Seeking Add-On Acquisitions



**AFC** is a leading provider of supply chain management services and vendor managed inventory programs to OEMs. Seeking domestic acquisitions of fastener distributors and providers of inventory management services for C-Parts used by original manufacturers in their production processes.



**Brown & Joseph** is a leading provider of commercial accounts receivable management ("ARM") solutions primarily to the insurance industry. Seeking domestic acquisition targets of commercial collections agencies, premium audit vendors and other complementary ARM services.



**Caldwell & Gregory** is a leading provider of turnkey laundry facility management services for customers in the university and multifamily housing markets. Seeking acquisition targets of domestic laundry facility management service providers.



**Charter Industries** is a leading provider of PVC and veneer edgebanding, as well as ancillary hardware products for use by thousands of furniture and case good manufacturers operating in the education, healthcare, retail, recreational vehicle, commercial and residential markets. Seeking acquisition targets of North American edgebanding and hardware companies.



**Continental Batteries** is a leading distributor of aftermarket batteries and related services to the automotive, commercial, and other end markets. Seeking North American acquisition targets of distributors of batteries and related products.



**Fond du Lac Cold Storage** is a leading provider of local temperature controlled logistics and storage. FDL provides fully refrigerated storage to its customers, specializing in wine, cheese and chocolate. Seeking acquisition targets with refrigerated storage or logistics in major metropolitan areas.



**Hartland Controls** is a market leading supplier of electrical system components to the HVAC market. Seeking acquisition targets of manufacturers of electromechanical devices in the domestic and international markets.



**Midwest Industrial Rubber** is a leading value-added supplier of lightweight conveyor belting and related components. Seeking domestic acquisition targets of lightweight-belting fabricators and distributors.



**LYNX Franchising** is a leading franchisor of recurring commercial services through its Jan-Pro and Intelligent Office franchise brands. Seeking domestic acquisition targets of new franchise concepts serving commercial customers.



**Profile Products** is a leading manufacturer of engineered horticultural growing media, erosion control products and soil amendments. Seeking both domestic and international acquisition targets of suppliers of horticultural, erosion control or soil amendment products and equipment.



**P.T. International** is a value-added supplier of mechanical power transmission components for industrial and commercial applications in North America. Seeking both domestic and international acquisition targets of suppliers of bearings, drive components and related products.



**Unified Power** is a leading independent provider of maintenance and repair services for uninterruptible power systems and critical power equipment. Seeking acquisition targets of North American critical power equipment service providers.



**Wholesale Supplies Plus** is a leading distributor of raw materials, supplies and packaging used in the production of soap, lotion, cosmetics and other personal care products by professional crafters. Seeking acquisition targets of distributors serving the existing end markets as well as adjacent end markets such as candles, aromatherapy and organic skin care.

