



National presence. Regional focus.

Apex Companies, LLC

www.apexcos.com

Company Overview

Apex, headquartered in Rockville, Maryland, is a multi-disciplinary environmental services firm with approximately 25 branches located throughout the United States.

Investment Interests

Companies active in water resources, stormwater, real estate, ports and harbors, retail, energy and utilities markets, primarily focusing on the private sector. Most interesting are opportunities in the Southeast and Southwest ranging from \$10 to \$50 million in revenue and EBITDA margins above 15%, although other opportunities will be considered based on their individual merits.

SIC / NAICS

8748, 4959, 8711 / 541620, 562910, 541330

Key Words

Environmental Engineering/Consulting, Stormwater, Ports & Harbors Restoration, Water Services, Industrial Hygiene, Remediation, Asbestos/Mold Abatement

AWP, Inc.

www.awptrafficsafety.com

Company Overview

AWP, headquartered in Kent, Ohio, is a traffic control services provider serving major utility customers from 16 regional offices in the Eastern United States. AWP provides a comprehensive array of work zone design and execution services, supplying all required personnel and signaling equipment necessary for a work safety zone.

Investment Interests

The Company is actively seeking add-on acquisitions that will complement its existing temporary traffic control business and/or expand its outsourced service offering.

SIC / NAICS

1731, 1721 / 23821

Key Words

Outsourced Utility Services, Utility Contracting, Traffic Control, Flagging, Emergency Response, Traffic Safety

Callison Architecture, LLC

www.callison.com

Company Overview

Callison, based in Seattle, Washington, is a leading professional architecture and design ("A&D") firm, providing a full suite of services including architecture, interior and graphic design across a variety of markets, such as retail, mixed-use, corporate, hospitality and healthcare. The Company maintains satellite offices in New York City, Los Angeles, Dallas, Shanghai, London and Mexico City.

Investment Interests

Callison actively seeks add-on acquisition opportunities that will complement its existing base of business in terms of geography and services offered with a focus on retail, mixed-use and program management. In particular, Callison is looking to expand its international presence primarily in China and the Middle East, and strengthen its presence in its current geographies.

SIC / NAICS

8712 / 541310

Key Words

Architecture, Interior Design, Graphic Design, Real Estate Services, Branding



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Cook and Boardman, Inc.

www.cookandboardman.com

Company Overview

Cook and Boardman is a distributor of architectural doors, frames, hardware, and related products and services with five locations throughout North and South Carolina. The Company is focused on the Education, Municipal, and Healthcare sectors with less emphasis on the Commercial, Office, and Hospitality sectors.

Investment Interests

Distributors of architectural doors, doorframes, related hardware, and other complementary products.

SIC / NAICS

5031 / 421310

Key Words

Commercial Doors and Frames, Building Materials Distributor

Legend Brands

www.legendbrands.net

Company Overview

Legend Brands is a family of companies with 140 years of combined experience in producing water damage restoration equipment, deodorant and antimicrobial cleaners and sanitizers, fire restoration solutions and professional cleaning equipment. Legend Brands companies currently include Dri-Eaz Products, ProRestore Products and Sapphire Scientific.

Investment Interests

The Company is actively seeking add-on acquisitions that will complement its existing business and/or expand its product offering, geographic footprint and distribution channels. Legend is focused on manufacturers and/or distributors in the cleaning, extraction and chemicals markets with over \$10 million in revenue.

SIC / NAICS

3564 / 333412

Key Words

Industrial and Commercial Fans, Blowers, and Air Purification Equipment, Flood and Fire Rehabilitation Equipment

Packers Sanitation Services, Inc.

www.packers-sanitation.com

Company Overview

PSSI, headquartered in Cleveland, Ohio, is the largest provider of outsourced cleaning services to the beef, pork and poultry processing industries. PSSI also cleans other specialized food preparation plants.

Investment Interests

PSSI is actively searching for add-on acquisitions that will complement its existing geographic footprint and service offering. The Company is focused on companies that provide cleaning and food safety services and general facility services, and will consider opportunities of any size.

SIC / NAICS

7699 / 811310

Key Words

Contract Cleaning, Food Safety, Sanitation Services, Outsourced Cleaning, Facility Services



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The Lion Brewery, Inc.

www.lionbrewery.com

Company Overview

The Lion Brewery, based in Wilkes-Barre, Pennsylvania, is a leading beverage producer that operates primarily as a contract packager of specialty soft drinks, teas, and craft and traditional beers.

Investment Interests

Companies that serve as contract manufacturers of alcoholic and non-alcoholic beverages.

SIC / NAICS

2082, 2086 / 312120, 312111

Key Words

Contract Bottler, Brewery

Companies with Value-Creation Opportunities in the China Market

Office Overview

Blue Point believes that a successful China strategy can be a key point of differentiation for industry leaders in numerous manufacturing niches. To this end, we established an office in Shanghai in 2004 to assist our portfolio companies with the execution of their China strategies.

Investment Interests

Blue Point believes that taking advantage of market and/or low-cost production opportunities in China is an attractive value creation lever for middle market companies. Our focus here is on companies with a significant opportunity to either reduce costs or to serve the Chinese operations of their existing North American customer base.

Existing Blue Point Investments

Callison Architecture, Legend Brands, Quality Synthetic Rubber

Key Words

China, Sourcing

Environmental Services

Initiative Overview

Blue Point has a strong track record of prior investments in the environmental services industry and is actively seeking further investment opportunities. Our interest is driven by strong underlying fundamentals in several segments of the market and fragmentation that affords the opportunity to build strong leaders within sectors of the industry.

Investment Interests

This initiative targets companies positioned to take advantage of compelling market growth drivers: infrastructure development and rebuilding, increased water resources demand, increased regulatory scrutiny and activity and continued remediation activities. Consulting/engineering businesses and providers of more "blue collar" services (e.g. site remediation) are of interest.

SIC / NAICS

541620, 541330, 562910

Key Words

Environmental, Water Resources, Remediation, Industrial Hygiene



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Investment Interests

Government Services

Initiative Overview

Blue Point is actively seeking platform investments in the government services industry, specifically focused on companies that are engaged in program management, contract administration, and outsourced services to and on behalf of local, state, and federal agencies.

Investment Interests

This initiative targets companies providing government services. Blue Point has a particular interest in companies serving socially focused agencies (e.g. HUD, HHS) as well as select defense and intelligence niches.

SIC / NAICS

Varies

Key Words

Government Services, Government Contracting, Outsourced Service Provider

Highly Engineered Components

Initiative Overview

Blue Point has a special interest, as well as significant investment experience, in value-added manufacturers of highly engineered parts and components for the aerospace, military/defense, electronics, industrial and medical industries.

Investment Interests

This initiative targets recapitalizations and sales of privately owned companies as well as corporate spin-offs of non-core business units or divisions lacking an executive management team. Blue Point has a particular interest in underperforming companies in the target space that would benefit from our operational expertise as well as our China office and resources.

SIC / NAICS

3711, 3469 / 33637, 332116

Key Words

Metal Parts, Specialty Metals, Engineered Assemblies, Interconnect Solutions, Electronic Interfaces

Infrastructure Services

Initiative Overview

Blue Point is actively seeking well-managed, profitable infrastructure services firms. We have significant experience with and interest in third-party providers of construction-related services such as architectural design and planning, engineering and industrial outsourcing.

Investment Interests

This initiative targets companies providing infrastructure services. Blue Point has a particular interest in companies providing engineering, architectural, asset-light construction and other construction-related services, as well as in professional and business services firms serving the infrastructure market.

SIC / NAICS

1611, 1622, 1629, 4959, 8711, 8712, 8713, 8741, 8744 / 21231, 21232, 32412, 32733, 238910, 541620, 561210

Key Words

Infrastructure Services, Engineering, Architectural Design and Planning, Industrial Outsourcing, Materials Management, Site Preparation, Equipment Leasing, Site Loading, Aggregate Sales



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Therapy Services

Initiative Overview

Blue Point, with relevant investment experience, has a strong interest in outpatient therapy clinics. Our interest is driven by multiple industry growth drivers including: an aging, more active population, increased need for quality practitioners, acceptance of outpatient therapy as a cost-effective treatment, and an increasing administrative burden for providers without significant scale.

Investment Interests

This initiative targets companies positioned to take advantage of the growth drivers described to the left. Companies with multiple locations and strong systems are of special interest. We do not have a particular preference regarding modality and will look at clinics providing physical therapy, occupational therapy, speech and language pathology, and others.

SIC / NAICS

8049 / 621340

Key Words

Outpatient, Therapy, Clinic, Physical Therapy, Occupational Therapy, Speech and Language Pathology, Rehabilitation, Preventive Care, Occupational Medicine

Utility / Energy Products and Services

Initiative Overview

Blue Point has identified positive trends in infrastructure investment and outsourcing within the utility / energy industry. We have significant interest in third-party providers of products and services into this market.

Investment Interests

This initiative targets companies manufacturing products or providing services which support the generation, transmission and/or distribution of electricity, gas or water by utilities. We are focused on maintenance, safety and/or consumable components manufacturers as well as maintenance and repair, linework, engineering, metering and/or locating service providers.

SIC / NAICS

1623, 4939, 4941, 4922, 4923, 4924, 4932

Key Words

Power, Water and Gas Transmission and Distribution, Power Generation, Utility Services