



INVESTMENT TEAM

Howard Unger
Managing Partner
hunger@sawmillcapital.com

Tim Nelson
Partner
tnelson@sawmillcapital.com

Scott Rivard
Partner
srivard@sawmillcapital.com

Scott VandeKerkhoff
Principal
svandekerkhoff@sawmillcapital.com

Travis Foltz
Vice President
tfoltz@sawmillcapital.com

Dan Gregg
Vice President
dgregg@sawmillcapital.com

Brett Lacher
Vice President
blacher@sawmillcapital.com

Ken Foskett
Senior Associate
kfoskett@sawmillcapital.com

Varun Malkani
Senior Associate
vmalkani@sawmillcapital.com

RESEARCH TEAM

Victor Krupinski
Partner, Co-Director of Research
vkrupinski@sawmillcapital.com

Jason Mueller
Principal, Co-Director of Research
jmueller@sawmillcapital.com

Saw Mill Capital is a lower middle-market private equity firm. Since 1997, we have been partnering with management teams to help successful businesses reach their full potential.

We manage \$610 million of equity capital and are currently investing from a \$340 million fund (2016 vintage).

INVESTMENT CRITERIA

INDUSTRY	SIZE
<ul style="list-style-type: none"> Commercial / Industrial Services Specialty Distribution Manufactured Products 	<ul style="list-style-type: none"> EBITDA: \$5-25 million Revenue: \$25-200 million Equity Investment: \$20-100 million per platform

PROFILE

- Successful entrepreneurial companies
- Strong market positions with multiple paths to growth
- Acquire from founders/families, private equity, or corporations (carve-outs)
- Headquartered in U.S. or Canada
- Control investments only

UNIQUE IN-HOUSE RESEARCH

Dedicated internal research team drives our investment evaluation process. By soliciting diverse perspective from industry experts, we perform all of our industry due diligence prior to submitting an LOI, differentiating ourselves with speed and certainty. We have a proven track record of uncovering obscured value that others overlook.



COLLABORATIVE APPROACH

Saw Mill is an active investor. In partnership with management, we first develop a shared long-term strategic vision. We then deploy proprietary resources from our network and invest, as required, in people, process, systems, and equipment. We actively seek add-on acquisitions to augment growth.



SAW MILL CAPITAL

555 Pleasantville Road
South Building, Suite 220
Briarcliff Manor, NY 10510
914.741.1300
sawmillcapital.com

CURRENT INVESTMENTS

Fund II (\$340mm)



Glendale Heights, IL
November 2017

climateprosinc.com

Provider of refrigeration and HVAC repair, maintenance, and construction services to grocery retailers and other cold-chain customers primarily in North America

HVAC/R, food retail and distribution



Houston, TX
September 2019

dpis.com

Provider of outsourced engineering, inspection, energy efficiency, and quality assurance services to single-family homebuilders

Residential construction



North Attleboro, MA
January 2017

i-automation.com

Designer and distributor of innovative, highly engineered automation products, solutions and services to leading manufacturers of technologically advanced automated equipment

Packaging, life sciences/pharma, food & beverage, aerospace & defense, semiconductor



Oak Brook, IL
June 2019

letspace.com

Provider of national outsourced parking lot maintenance and repair services to multi-location commercial property owners through a proprietary network of preferred, local paving partners

Retail and commercial property owners



Gainesville, FL
December 2017

meteoreducation.com

Provider of design, project management, and furnishing services for K-12 classrooms, common areas, laboratories, and related learning spaces that optimize student learning, attention spans, and interactions with other students and educators

K-12 education



New York, NY
January 2016

wolfgordon.com

Value-added designer and specialty distributor of vinyl wallcoverings, textiles, paint and related interior building products

Hospitality, corporate, healthcare, retail, residential

Fund I (\$270mm)



Windsor, NJ
August 2012

pine-environmental.com

Largest independent provider of rental solutions for environmental test & measurement equipment, non-destructive test equipment, and continuous emission stack test equipment; 35 locations in the US and Canada

Environmental testing, industrial inspection



Collinsville, OK
November 2012

victoryenergy.com

Designs, engineers, manufactures and services fired packaged boilers, waste heat boilers, and heat recovery steam generators and related equipment from two facilities in Oklahoma

Power generation, bio-renewables, petrochemical, district heating, education, healthcare

SELECT PRIOR INVESTMENTS



Designer and manufacturer of a full range of paper and plastic flexible packaging products



Manufacturer of corrugated steel roll-up doors and building components



Global supplier of custom-engineered powder metal and metal injected molded components



Manufacturer of non-automotive seating, automotive insulation, industrial brushes, and specialty metal stampings



Designer and fabricator of extruded plastics products



Provider of environmentally-friendly disposition solutions for non-hazardous liquid waste



Provider of large-scale lifting and transport services for energy and industrial customers



Designer, engineer and manufacturer of auxiliary equipment for gas turbines

INDUSTRY & MARKET EXPERTISE

Aerospace	Energy Equipment	Heavy Truck	MROP	Plastics
Automotive	Energy Services	HVAC/R	Off-Highway Equipment	Point-of-Purchase
Building Products	Environmental Services	Hydraulics	Office Products	Railroad
Capital Goods	Equipment Rental	Marine	Packaging	Recreation Vehicles
Construction Equipment	Food Processing	Medical Equipment	Pet Care	Transportation