

Over 20 years of investment success driven by growing and building companies.

Founded in 1997, Saw Mill Capital is a lower middle-market private equity firm based in the suburbs of New York. We are growth focused investors that invest for the long run, beyond our ownership period. We don't flip businesses; we build stronger businesses.

Investment Criteria

- Attractive industry demand trends
- Compelling, multi-faceted growth prospects
- Favorable competitive dynamics
- Defensible market position
- Strong existing management teams, or businesses with planned management transitions
- Owned by entrepreneurs, families, private equity groups, and public and private corporations
- Headquartered in North America

\$3-25M
Annual Adjusted
EBITDA

\$15-75M
Equity Check
Size

Control Investments
Ownership Requirements

Business Services
Specialty Distribution
Manufactured Products
Areas of Focus

By the Numbers

\$340M
Current
Fund Size

\$700M+
Total Committed
Capital Raised

20+
Year
History

18
Year Avg. Senior
Team Tenure

12
Investment
Professionals

3
Person In-house
Research Team

22
Platform
Investments

8
Companies
Seeking Add-ons

Unique In-House Research

Understanding industry dynamics drives superior returns, so we conduct industry research with a dedicated three-person team, enabling us to:

- Ascribe full value to businesses and growth opportunities,
- Accelerate due diligence and speed to close, with greater certainty to close,
- Partner with management teams and enable rapid decision-making, and
- Invest aggressively inside our portfolio companies.

How We Operate

We stand behind our companies and management teams.

- We are one dedicated deal team through the entire life of the investment.
- We work for our management teams but are not involved in day-to-day operations.
- We are operationally minded investors but do not use operating partners.
- We build highly-relevant, industry-sourced board of directors for each company.

Investment Team

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Areas of Focus

Business Services

- Commercial and industrial services
- Facility-related services
- Construction and skilled trade services
- HVAC/R and building systems
- Utility and telecom infrastructure
- Energy, power, and environmental services
- Specialty rental services

Specialty Distribution

- Engineered, designed, or specified products
- Commercial and residential building and interior products
- Industrial automation
- Fulfillment & logistics

Manufactured Products

- Building products
- Packaging
- Contract and private label food and beverage
- Safety products
- Replenishment products and process consumables

Current Investments

Climate Pros

November 2017
climateprosinc.com

Provider of refrigeration and HVAC maintenance, repair and installation services to the grocery channel
Add-on focus: Refrigeration, new regions, ancillary services, technology



DPIS Builder Services

September 2019
dpis.com

Provider of engineering, inspection, energy efficiency, and related service to single-family homebuilders
Add-on focus: New regions, cross-selling opportunities



iAutomation

January 2017
i-automation.com

Designer, distributor and provider of innovative automation products, solutions and services to manufacturers of automated equipment
Add-on focus: Engineering services, panel building, new territories



RND Automation

December 2020
rndautomation.com

Designer, engineer, and integrator of automation solutions for packaging and assembly applications
Add-on focus: System integrators, new territories



Let's Pave

June 2019
letspace.com

Provider of outsourced parking lot maintenance and repair services to multi-location commercial property owners
Add-on focus: Asphalt/concrete services, ADA compliance, technology



MeTEOR Education

December 2017
meteoreducation.com

Provider of design, project management, and furnishing services for K-12 classrooms and related learning spaces
Add-on focus: K-12 furniture distributor, geography agnostic



Nemo Tile & Stone

March 2021
nemotile.com

Distributor of tile, stone, and setting materials to architecture and design, contractor and retail channels in commercial and residential construction
Add-on focus: Geographic expansion, adjacent products, A&D channel



Victory Energy

November 2012
victoryenergy.com

Designer and manufacturer of boilers, waste heat boilers, and heat recovery steam generators and related equipment



Wolf-Gordon

January 2016
wolfgordon.com

Designer and specialty distributor of vinyl wallcoverings, textiles, paint and related interior building products
Add-on focus: Tangential products, national scale



Select Prior Investments

Gateway Packaging Company
Packaging



Pexco
Extruded Plastic Products



Janus International Group
Building Products



Pine Environmental Services
Environmental Testing, Rentals



Terra Renewal
Wastewater, Transportation



Turner Bros.
Transportation, Energy

