



**River Associates is a time tested private equity partner for management teams of lower middle-market companies in the United States and Canada.**

## OUR PHILOSOPHY

Founded in 1989, River Associates has built a reputation for integrity and acumen with all our constituencies: limited partners, investment referral sources, senior & mezzanine debt partners and portfolio company management teams. Our “Investments with Management” philosophy effectively captures the spirit of partnership which guides our actions in all aspects of business.

## WHO WE ARE



### INVESTMENT HISTORY

100+ investments and 80+ realizations over the past 30+ years



### REPUTATION

Over a quarter century building references



### FOCUS

Each investment is important, a limited number are undertaken annually



### ENGAGEMENT

Senior level attention given to all aspects of our business



### EXPERIENCE

Long-tenured partners & deep industry knowledge in a variety of sectors



### ACCESS TO CAPITAL

Currently investing River VIII, LP with approximately \$340 million in committed capital

## INVESTMENT CRITERIA

### INDUSTRIES

Manufacturing,  
Distribution,  
Industrial Services,  
Business Services

### \$3 - \$12 MILLION

EBITDA for  
platform companies,  
smaller add-on  
acquisitions

### PREFERENCE FOR

Management led buyout,  
corporate divestiture or  
family succession  
transaction

### GEOGRAPHIC FOCUS

Historical investments  
throughout the  
United States  
and Canada

**CONTACT:**  
Mark Jones  
Partner

P: 423.755.0888  
mjones@riverassociates.com  
www.riverassociates.com

633 Chestnut Street  
Suite 1640  
Chattanooga, TN 37450

## CURRENT INVESTMENTS



**Caster Connection** - Provider of industrial casters and other related components serving material handling applications across a variety of end-markets.  
[www.casterconnection.com](http://www.casterconnection.com)



**Hoskin Scientific** - Distributor of essential test, measurement and monitoring equipment serving the environmental, geotechnical and processing markets throughout Canada.  
[www.hoskin.ca](http://www.hoskin.ca)



**JBC Technologies** - Provider of custom engineered die cut and non-metallic fabricated solutions to manufacturers worldwide.  
[www.jbc-tech.com](http://www.jbc-tech.com)



**Pelco Products** - Manufacturer and supplier of traffic and utility hardware.  
[www.pelcoinc.com](http://www.pelcoinc.com)



**Presco Holdings (d/b/a Trident Solutions)** - Manufacturer of commercial marking products and customized vinyl films to a variety of end markets.  
[www.presco.com](http://www.presco.com)



**Quikserv (d/b/a Specialty Fenestration Group)** - Manufacturer of transaction window, security window and drawer systems to a broad range of customers.  
[www.quikserv.com](http://www.quikserv.com)



**The Rubber Group** - Manufacturer and distributor of custom compression and injected molded rubber products.  
[www.rubber-group.com](http://www.rubber-group.com)



**Yale Cordage** - Designer and manufacturer of high-performance synthetic rope and rope systems for critical, high cost-of-failure applications.  
[www.yalecordage.com](http://www.yalecordage.com)

## WORKING WITH RIVER ASSOCIATES<sup>(a)</sup>

“What set River apart from other groups? It was their openness, there was no pretense about them. They didn't try to impress us with how much they knew; they were very open and transparent.”

**Bud Shear**  
CEO  
Industrial Magnetics (IMI)

“River Associates provides remarkable transparency, provides management teams a window of insight and views them as people. I think their philosophy and the delivery of that approach endears them quickly to management teams.”

**Kurt Haras**  
Managing Director  
Quarton International

“What distinguishes River is their relationship approach as well as their thoroughness and the diligence they do on the front end. They bring significant experience from multiple decades to the table.”

**Pete Notter**  
Managing Director  
Twin Brook Capital Partners

“River Associates' thoughtful and collaborative approach helped us refine our strategy and strengthen our brand in the markets we serve all while preserving our unique company culture and core values.”

**Jason Weaver**  
President & CEO  
Weaver Leather

(a) All endorsements are from non-investors and uncompensated; no conflicts exist.

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## GENERAL DISCLAIMER

River Associates Investments, LP (River) is a private equity firm that works with management teams in companies where opportunities exist to grow revenues and maintain and enhance profitability internally as well as through acquisitions. This document is intended to provide our potential portfolio companies and management partners with information about how we may be able to partner together to help businesses.

This document is not directed at prospective investors in any jurisdiction. The information in this document does not constitute the provision of investment, tax, legal or other professional advice. Prospective investors should not rely on any of this information to make any investment decision and should, in consultation with their professional advisors, review only formal offering materials in connection with any investment. The information provided in this document, including information regarding River, and current and historical portfolio companies, is not intended to recommend any company or investment described herein and nothing in this document should be considered an offer of securities or the solicitation of an offer to acquire securities in any vehicle managed by us or in any other issuer.

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Certain information in this document may contain forward-looking statements, which are subject to risks and uncertainties and speak only as of the date on which they are made. Statements contained in this report, including, without limitation, statements containing the words “believe,” “are of the opinion,” “anticipate,” “estimate,” “expect,” “project,” “plan,” and words of similar import, constitute “forward-looking statements.” Forward-looking statements are necessarily based upon certain estimates, assumptions, and are no guarantee of future performance. Any assumptions should not be construed to be indicative of the actual events which will occur. Actual events are difficult to predict and may depend upon factors that are beyond River Associates’ control. Certain assumptions have been made to simplify the presentation and accordingly, actual results may differ, perhaps materially, from those presented. Some important factors which could cause actual results to differ materially from those in any forward-looking statements include, among others, the following: financial, market, economic or legal conditions.

Past performance is not indicative of future results. No representation is made that any investment or transaction will or is likely to have similar results or that significant losses will be avoided.

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