



**River Associates is a time tested private equity partner for management teams of niche 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, including 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, respect, and trust which guides our actions in all aspects of business.

## WHO WE ARE



### INVESTMENT HISTORY

120+ investments and 95 realizations over the past 35 years



### STRONG REPUTATION

Over three decades building relationships and references



### EXCLUSIVE FOCUS

A limited number of niche LMM opportunities are undertaken annually



### SENIOR-LEVEL ATTENTION

Five partners with 135+ years of combined tenure at River



### VALUE CREATION

Transform entrepreneurial businesses into larger sophisticated platforms



### CAPITAL ACCESS

River VIII, LP has \$345 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  
and family succession  
transaction

### GEOGRAPHIC FOCUS

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)



**Dollamur** - Manufacturer and supplier of branded mats and other surfaces serving a variety of sports markets, including wrestling, martial arts, gymnastics, and cheerleading.  
[www.dollamur.com](http://www.dollamur.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)



**ID Label** - Manufacturer of variable information barcode labels, asset tags and warehouse solutions for 3PLs and multi-site manufacturers.  
[www.idlabelinc.com](http://www.idlabelinc.com)



**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)



**Minerva** - Designer and supplier of equipment and furnishings for the beauty and health & wellness industries.  
[www.minervabeauty.com](http://www.minervabeauty.com)



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



**Trident Solutions** - Manufacturer and provider of safety marking products for industrial and commercial end markets.  
[www.tridentproducts.com](http://www.tridentproducts.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)



**The Slingmax Group** - Designer and manufacturer of high-performance synthetic rope and rope systems for critical, high cost-of-failure applications..

## 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.

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