

# THOMPSON STREET

CAPITAL PARTNERS

## AT THOMPSON STREET CAPITAL PARTNERS,

extensive experience meets with an uncommonly strong commitment to integrity, reliability and straightforward communication.

We manage over \$800mm in private equity with a focus on middle-market companies and are currently investing our third fund. Our senior management team has worked together for more than 15 years, completing more than 130 acquisitions in over 35 industries.

## FROM OUR BASE IN ST. LOUIS, MISSOURI,

we find that our dependable-handshake approach to business creates a personal and cultural fit with the business owners and management teams we work with.

Our experienced team's steady professionalism, industry knowledge and financial expertise serve as useful resources for our portfolio companies, further distinguishing us as the right partner to achieve lasting success.



## INVESTMENT PROFILE

### PLATFORM COMPANIES

- EBITDA typically between \$4mm-\$15mm
- No size limits for add-on/complementary investments
- Manufacturing, distribution and service companies
- Headquartered in North America

### INVESTMENT CRITERIA

- Leading position in niche industry
- Solid and sustainable growth
- High return on net assets
- Proven management team
- Limited customer concentration
- High EBITDA margins

### TRANSACTION TYPES

- Family businesses in transition
- Recapitalizations
- Management buyouts
- Corporate divestitures
- Take-privates
- Control and minority positions considered

## COMPETITIVE ADVANTAGES

### EXPERIENCE

- 100 years combined middle-market private equity experience
- Senior management team has worked together for more than 15 years
- More than 130 successful investments across over 35 industry groups

### RELIABILITY

- Capital in place for equity, solid lender relationships for debt
- Able to respond quickly and decisively for the right deal
- What we say we'll do, we'll do – period

*"Thompson Street's experience and perseverance enabled us to work through some complex transaction issues. They have proven to be fair, knowledgeable and easy to talk to."*

TODD DEIBEL, CEO  
UNIVERSAL AIR FILTER

### STRATEGIC SUPPORT

- Broad financial and operational experience/knowledge to promote growth both organically and through acquisitions
- Dedicated operational executives contribute to organizational and process improvements, without undue interference

## OFFICE

### Thompson Street Capital Partners

120 South Central Ave., Suite 600  
St. Louis, MO 63105  
[www.tscp.com](http://www.tscp.com)

Main office phone: (314) 727-2112  
Main office fax: (314) 446-3310

## REPRESENTATIVE TRANSACTIONS

### FUND III

#### ALLIED 100

www.allied100.com  
Woodruff, Wisconsin

Value-added distributor and retailer of automated external defibrillators (AEDs), AED supplies and accessories and advanced life support monitors.



### FUND II

#### VADDIO

www.vaddio.com  
New Hope, Minnesota

Developer, manufacturer and value-added distributor of pan-tilt-zoom robotic video camera systems and related products used in education lecture capture and distance learning, videoconferencing, government access, broadcasting and other professional audiovisual applications.



#### BARCODESINC

www.barcodesinc.com  
Chicago, Illinois

Value-added reseller of automatic identification and data capture products, including mobile computers, RFID tags and barcode equipment.



*"Thompson Street has been completely supportive in helping me grow the business ... refine our focus, develop a growth strategy and start working on it right away."*

DAN NETTESHEIM, CEO  
BARCODESINC

#### COLO4

www.colo4.com  
St. Louis, Missouri

A colocation service provider and data center, offering a secure facility with reliable power and internet connectivity for customers' enterprise computing equipment.



#### EXPRESS OIL CHANGE & SERVICE CENTER

www.expressoil.com  
Birmingham, Alabama

Owns, operates and franchises a chain of total car care solutions, providing oil change, maintenance and repair services.



#### IRACORE INTERNATIONAL

www.irproducts.com  
Hibbing, Minnesota

Designer and manufacturer of protective coatings applied to pipelines and industrial equipment serving the Canadian Oil Sands, mining, aggregates and other end markets.



#### LOGAN'S LINENS

www.loganslinens.com  
Shelbyville, Kentucky

Provider of healthcare linen rental services to hospitals, clinics and medical centers and uniform and textile rental programs to service and manufacturing companies.



*"I would recommend Thompson Street for the simple fact that they are fair, honest people and they deliver what they say they are going to do for us."*

ARTHUR LOGAN, PRESIDENT AND CEO  
LOGAN'S UNIFORM RENTAL

#### OPTION 1 NUTRITION SOLUTIONS

www.option1nutrition.com  
Phoenix, Arizona

Provider of enteral therapy products and services to home health patients.



#### CONNECTICUT ELECTRIC

www.connecticut-electric.com  
Anderson, Indiana

Designer, manufacturer and distributor of specialty-branded electrical components, including transfer switches, aftermarket power converters and proprietary replacement circuit breakers.



#### TACOMA ELECTRIC SUPPLY

www.tacomaelectric.com  
Tacoma, Washington

Distributor of electrical components serving the commercial, residential and infrastructure-related construction industries in the Seattle-Tacoma area.



### FUND I

#### KEYSTONE PRINTED SPECIALTIES

www.keystoneprint.com  
Jessup, Pennsylvania

Designer, manufacturer and printer of short-run, quick-turnaround specialty packaging for a variety of markets.



## COMPANIES EXITED

#### UNIVERSAL AIR FILTER

www.uaf.com  
Sauget, Illinois

Manufacturer of air filtration products used in the telecommunications, data networking, medical and power generation industries.



#### IRON DATA

www.irondata.com  
Atlanta, Georgia

Provider of Intelligent Process Management solutions that assess, improve, manage and monitor challenging operational process issues for clients in two key verticals: public sector and transportation/logistics.



#### THERMON

www.thermon.com  
San Marcos, Texas

Manufacturer of heat tracing equipment serving diverse end-markets around the world, including energy, chemical processing and power generation.



#### DCL MEDICAL LABORATORIES

www.dcla.com  
Indianapolis, Indiana

A women's health-focused laboratory providing diagnostic and clinical trial testing for physicians, hospitals and pharmaceutical companies throughout the central Midwest.



#### KELE

www.kele.com  
Memphis, Tennessee

Manufacturer and value-added distributor of peripheral control and building automation interface products for the commercial building HVAC industry.



#### BROADCAST ELECTRONICS

www.bdcast.com  
Quincy, Illinois

Provider of mission-critical solutions for over-the-air and Internet radio.



#### WADDINGTON

#### NORTH AMERICA

www.wna-inc.com  
Covington, Kentucky

Manufacturer and marketer of high-quality plastic disposable tableware for use by restaurants, caterers and consumers.



**THOMPSON STREET**  
CAPITAL PARTNERS

## CONTACT

### Jack Senneff

Director  
jsenneff@tscp.com  
Phone: (314) 446-3313  
Mobile: (314) 363-7385

### Kelly Wittenbrink

Vice President  
kwittenbrink@tscp.com  
Phone: (314) 446-3319  
Mobile: (314) 477-5412

### Jennifer Ehlen

Vice President  
jehlen@tscp.com  
Phone: (314) 446-3316  
Mobile: (314) 313-0550