



## Partnership, Patience, and Experience in the Lower Middle Market

The Zabel Companies is a private investment firm dedicated to partnering with teams to invest in and build companies over the long term. Whether through a buyout, recapitalization, or injection of growth capital, Zabel's strategy is to work closely with

management to steadily grow businesses and build value for all parties involved. Zabel does not limit its investing by industry or geography, but rather focuses on the fit with management and the opportunities to grow a business.

### Investment Criteria



#### Business Characteristics

High quality product or service offering, opportunities for growth, long-standing and diverse customer relationships, strong position within an industry, and good cash flow characteristics.



#### Management & Ownership Situation

Zabel prefers to partner with management teams interested in ownership and remaining involved in the business. However, in certain situations, we can accommodate management transitions within reasonable timeframes.



#### Size

EBITDA or cash flow greater than \$2.0 million and less than \$10.0 million.



#### Geography

United States and Canada.

### Industries and Areas of Interest

#### Business Services

- Tech-enabled services
- Maintenance and repair
- Sustainability/environmental/waste
- Logistics services
- Residential and commercial services
- Revenue cycle management

#### Niche Manufacturing

- Replacement parts
- Niche consumer products
- Specialty chemicals
- Analytical instrumentation
- Food and food ingredients
- Aerospace

#### Distribution

- B2B e-commerce
- Replacement parts
- Specialty chemicals
- Consumer products
- Electrical components

### Our Team

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# Collectively 75+ Years of Partnering with Lower Middle Market Businesses

## Our Investments



### Stan's NoTubes

Stan's No Tubes is the leading manufacturer of tubeless technology for bicycles, offering tubeless tire sealant, tubeless-specific rim designs, wheels, and other accessories. Stan's is a global brand with distribution in nearly seventy countries serving OEMs, retailers, and end users.



### Frame It Easy

Frame It Easy is an online, tech-enabled, manufacturer of custom frames. The Company receives orders from consumer, commercial, and white label customers through its website and Amazon, and utilizes proprietary software integrated with custom equipment to efficiently manufacture and fulfill custom frame orders.



### New Market Waste Solutions

New Market Waste Solutions is a refuse and recycling consulting and management services company that designs and implements sustainable cost saving solutions for its customers.



### Medical Packaging

MPI is a leading manufacturer of unit dose medication and pharmaceutical packaging and labeling systems, equipment, barcode labeling software, and consumable packaging materials.



### Bedford Precision Parts

Bedford Precision Parts LLC is a leading distributor and assembler of replacement parts, accessories and kits for the spraying equipment industry (paint, foam, other).



### Puritan Products

Exited in 2017

Puritan is a manufacturer of high purity, custom-blended and specialty chemicals. These products are used in research and quality control applications and for manufacturing in the pharmaceutical, microelectronics and other industrial markets.



### Automotive Development Group

Exited in 2016

ADG's market leading offering includes sales training and human resources development, compliance training, vehicle service contracts, guaranteed asset protection plans, chemical warranties, tire and wheel protection plans and prepaid maintenance plans.



### Warner Holdings

Exited in 2018

Based in Las Vegas, NV, Warner Holdings, LLC, doing business as Sun Valley Electric Supply Co. ("SVE") and Energy Electrical Distribution ("EED"), is a wholesale distributor of electrical supplies and equipment to the oil & gas infrastructure and construction markets.



### Centennial Woods

The Company's exterior products include siding and soffits, and interior products include ceiling treatments, wall paneling, flooring, trim and wainscoting. The Company's products are also used for furniture, doors, window trim, cabinets and specialty fixture applications.

## Prior Investment Experience



### Roll Rite

Manufacturer of automated tarp systems for agricultural, waste and construction vehicles.



### Badgerland Carwash Equipment & Supplies

Distributor of car wash chemicals and equipment.



### EMS Management & Consultants

Provider of revenue cycle management services to emergency medical services organizations.



### Ambulance Billing Consultants

Provider of revenue cycle management services to emergency medical services organizations.



### Atlas Die

Manufacturer of specialty cutting devices.



### Champion Optical Network Engineering

Designs and distributes transceivers and other optical components.



### Polymicro Technologies

Manufacturer of specialty fiber, capillary tubing and optical components.



### Judson Technologies

Manufacturer of infrared detectors and optical components.



### Freed's Bakery

Specialty bakery focused on thaw and serve products sold to in-store bakers.



### International Retail Services Group

Distributor of merchandise handling equipment (now Capsa Solutions).