



Since our founding in 1984, Dubin Clark has consistently partnered with outstanding management teams in building world-class businesses. Our success speaks for itself and our formula is simple – it's about people. Through more than 90 acquisitions over 30+ years, we owe significant gratitude to all our partners who have helped make us successful.

We are long-term investors, dedicated to creating value by helping our companies grow. We do this through a coordinated approach that includes providing the capital necessary to support internal growth, completing complementary add-on acquisitions to build market position, and helping to develop new strategies for the future while protecting the independence, culture and values that made the company successful in the first place.

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## overview

### Teaming with Management

Dubin Clark strongly believes in the autonomy of the management team. We are not involved in the day-to-day operations of our companies; rather, management maintains operational control. We work closely with management to help achieve mutually-agreed-upon goals and objectives for the business. Significant equity participation for company senior management is assured in every transaction so that a strong partnership is developed and together, we can share in future gains. The team effort that exists within Dubin Clark itself extends to the way that the firm interacts with the management teams of its portfolio companies.

### Adding Value

A key to the success of Dubin Clark's investment strategy is its ability to recognize inherent value in a company and, in conjunction with management, create a plan to realize it. Dubin Clark has assembled a team of professionals with a proven track record of designing and implementing effective strategies and operating plans. Dubin Clark also offers its network of business executives as a resource to the management teams of its portfolio companies. These retired CEOs have proven to be a valuable asset for those running day-to-day operations.

### Closing with Confidence

Dubin Clark respects the confidentiality of information provided to us. We have a long track record of successfully consummating acquisitions with minimum disruption to the business. As a result, if you ask professional intermediaries throughout the Country to identify the top middle-market acquisition firms they prefer introducing to sellers, Dubin Clark will be on most lists. We have worked hard for more than three decades to earn this reputation.

## philosophy

- Invest for the long term; ours is a philosophy of growth rather than breakup or near-term sale.
- Maintain each company's values, independence and culture; our goal is to build on what has already been achieved.
- Encourage continuity of management and leave day-to-day operational control with them. Provide management with a significant equity position; we work together as partners to create generous incentives and personal growth opportunities for all employees.
- Ensure additional capital is made available to support future growth.
- Complement a company's internal growth, when appropriate, with targeted add-on acquisitions.

## criteria

- **Manufacturers** of differentiated products, **service** businesses with unique business models and a strong growth trajectory; significant expertise and interest in **specialty rental** or rental-related companies.
- Platform company sales of \$8 to more than \$100 million and adjusted EBITDA of \$2 million or more (smaller for add-ons).
- Greater than 10% EBITDA margins.
- Minimal customer concentration.
- Businesses in transition (major capex requirements, plant relocations, management changes, etc., but not turnarounds).
- Headquartered in North America.
- Control positions desired.

## representative investments



Designer, manufacturer and installer of indoor and outdoor shooting range equipment primarily for law enforcement, military, and commercial ranges around the world. Completed three strategic add-on acquisitions; doubled R&D investment; and built a 130,000sf greenfield facility to double capacity and support growth. Completed three add-ons.



A leading producer of critical products for the energy industry, as well as material handling equipment for all kinds of flexible products (e.g., wire, cable, hoses and flexible pipe) used by a variety of industries. Built new 100,000sf state-of-the-art facility to expand capacity. Completed two add-ons.



Premier provider of comprehensive support for U.S. manufactured legacy defense platforms, including aircraft, helicopters, and their respective engines. One of few suppliers of a "total solution" for small to medium-sized project needs. Completed four add-ons.



One of the premier manufacturers and distributors of classic automotive restoration parts and accessories under the Trim Parts, Parts Unlimited, First Place Auto Products, Mr. Mustang, The Right Stuff Detailing, SoffSeal, and Corvette America brand names. Completed six add-ons.



One of the largest, single-location party and event rental businesses in the country. PPC's rental services include a deep, diversified inventory of party and event equipment, both traditional and boutique table linens, and expert tenting services. Completed two add-ons.



A leading manufacturer of innovative safety and survivability solutions for extreme-duty, niche transportation markets. USSC's primary products are driver seats, passenger seats, fire suppression products, and related spare parts.



An industry-leading provider of specialized venue transformation services. SGA designs, delivers, and installs high-quality temporary audience risers, stadium seating, platforms, drapery, and scenery for high-end sporting, corporate, and other special events. Completed one add-on.



An event service company providing a full selection of tables, chairs, linens, tenting solutions, lighting, lounge furniture, catering equipment and floral design for weddings, social parties and corporate events. Completed three add-ons.



An industry-leading provider of special event linen rental products and services, specializing in weddings, social parties, and corporate events nationwide.



A leading provider of maintenance and repair services (including asphalt paving, sealcoating, drain installation and repair, concrete installation & repair, sweeping/debris removal, floor scrubbing, power washing, and liquid waste management) for commercial parking lots and related areas. Completed one add-on.



A leading boutique special event rental company that provides a wide variety of event rental equipment including linens, fine china, flatware, dinnerware, tables and chairs (making it a one-stop solution for under-the-tent special event needs) for the North Carolina market.

## investment team

### Thomas J. Caracciolo

caracciolo@dubinclark.com

Managing Partner • joined Dubin Clark in 1997 • served on 19+ Board of Directors; Chairman of 9+ • 28+ years in private equity • Partner, TCW Capital • Analyst, GE Corporate Finance Group • B.S., Northeastern University • M.B.A., Harvard Business School

### Brent L. Paris, C.P.A.

paris@dubinclark.com

Partner • joined Dubin Clark in 2001 • served on 11+ Board of Directors; Chairman of 7 • 16+ years in private equity • completed 25+ middle-market transactions • Investment Banking Associate, Latek Capital Corp. • ACG Board of Directors • member, Young Presidents Organization (YPO) • B.S., Indiana University Kelly School of Business • M.B.A., University of Chicago Booth School of Business

### Frank J. Pados, Jr.

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Partner • joined Dubin Clark in 2003 • served on 30+ Board of Directors; Chairman of 10+ • 45+ years in private equity • EVP and Head of Private Equity, Desai Capital Mgmt. • Managing Director, Co-Founding Partner, TCW Capital • SVP Teachers Insurance and Annuity • B.A., Boston College • M.B.A., The Wharton School Univ. of PA • First Lieutenant, U.S. Army

### Michael P. Hompesch, C.F.A.

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Partner • joined Dubin Clark in 2007 • served on 8+ Board of Directors; Chairman of 3 • 9+ years in private equity • completed 12+ middle-market transactions • GE Commercial Finance Management Program • B.S., American University • M.B.A., The Wharton School Univ. of PA

### Michelle M. Cummings, C.P.A.

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CFO & COO • joined Dubin Clark in 2008 • 9+ years of private equity experience • Managing Director of Grill & Partners, LLC • CFO Eastern Equipment Brokers • B.S. Fairfield University

### Marcel M. Schmitt

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Associate • joined Dubin Clark in 2015 • served on 1 Board of Directors • Deutsche Bank • UBS Financial Services • CFA Level III candidate • M.S.F., Vanderbilt University • B.S. Webber International University

### James P. Monaco

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Analyst • joined Dubin Clark in 2016 • former investment analyst with Prudential Capital Group • CFA Level I candidate • B.S. in Management, Boston College

### Matthew A. Broullire, C.P.A.

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Analyst • joined Dubin Clark in 2016 • former KPMG senior associate in the firm's audit practice • B.B.A. in Accounting, University of Georgia