



# The vision to discover, the experience to get results

Altus Capital Partners is a private equity firm that makes control investments in niche middle market manufacturing businesses. We believe that our exclusive focus on manufacturing provides us with a unique understanding of the opportunities and challenges faced by companies in the sector. We utilize a patient, thoughtful investment approach and seek to partner with the management teams of our operating companies to achieve growth.

## Why Altus?

### FOCUSED MANUFACTURING EXPERTISE ▶

We are focused exclusively on investments in niche middle market manufacturing businesses, and we contribute more than just capital to our portfolio companies. We also provide strategic insights and operational support to our portfolio company management teams as they pursue value creation initiatives.

### EXPERIENCE ▶

Since 2003, Altus Capital Partners has completed investments in a wide variety of niche middle market manufacturing companies partnering with portfolio company management teams to drive growth.

### RELIABILITY OF CLOSE ▶

We have access to capital for new platform companies and add-on acquisitions.

### PATIENT, DISCIPLINED APPROACH ▶

Altus employs a disciplined investment process that thoroughly investigates opportunities and assesses risk and reward in order to develop the optimal strategic plan. Further, we use conservative capital structures to provide our portfolio companies with the flexibility needed to succeed in a variety of economic and market environments.

### SENIOR LEVEL ATTENTION ▶

Our partners are actively involved in the investing process from the early analytical stages through exit. Portfolio company management teams have direct access to our senior-level professionals and all of the resources they offer.

## PREFERRED CHARACTERISTICS

- ▶ Manufacturers with a strong position in a niche market
- ▶ Headquartered in North America, preferably east of the Rocky Mountains (for platform investments)
- ▶ EBITDA of at least \$4 million (for platform investments)
- ▶ Experienced and committed management team that desires to invest alongside Altus
- ▶ Growth opportunities

## TRANSACTION TYPES

- ▶ Buyouts
- ▶ Recapitalizations
- ▶ Corporate divestitures

## Investment Team

### Russell J. Greenberg

Founder and Managing Partner  
(203) 429-2007  
rgreenberg@altuscapitalpartners.com

### Gregory L. Greenberg

Founder and Senior Partner  
(847) 229-0770  
ggreenberg@altuscapitalpartners.com

### Heidi M. Goldstein

Partner  
(203) 429-2004  
hgoldstein@altuscapitalpartners.com

### Thomas R. Groh

Partner, Business Development  
(312) 823-7754  
tgroh@altuscapitalpartners.com

### Nick deMarco

Vice President  
(203) 429-2015  
ndemarco@altuscapitalpartners.com

### Joshua M. Tesoriero

Senior Associate  
(203) 429-2006  
jtesoriero@altuscapitalpartners.com

### Peter Polimino

Partner, Chief Financial Officer  
(203) 429-2008  
ppolimino@altuscapitalpartners.com

### Joseph A. Melo

Controller  
(203) 429-2017  
jmelo@altuscapitalpartners.com

### Denise M. Miller

Office Manager  
(203) 429-2000  
dmiller@altuscapitalpartners.com



10 Westport Road, Suite C204  
Wilton, CT 06897

P (203) 429-2000  
F (203) 429-2010

250 Parkway Drive, Suite 120  
Lincolnshire, IL 60069

P (847) 229-0770  
F (847) 229-9266

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## CURRENT ALTUS PORTFOLIO COMPANIES ▶



**MGC**  
DIAGNOSTICS\*

**MGC Diagnostics Corporation**  
Acquired December 2017  
Saint Paul, Minnesota  
www.mgcdiagnostics.com

MGC Diagnostics is a global medical technology company that develops, manufactures and markets non-invasive diagnostic systems for the detection, classification and management of cardiorespiratory disease.



**Max Environmental Technologies**  
Acquired February 2017  
Pittsburgh, PA  
www.maxenvironmental.com

MAX Environmental Technologies is a fully integrated environmental treatment and disposal company that provides hazardous and non-hazardous waste transportation, processing, and disposal for the manufacturing, energy, and infrastructure markets.



**Nichols Portland**  
Acquired March 2016  
Portland, ME  
www.nicholsportland.com

Nichols Portland is a designer and manufacturer of precision powder metal fixed and variable displacement gears including gerotor gears and smart pumps for automotive and on-off highway and other industrial markets.



**GED Integrated Solutions**  
Acquired June 2015  
Twinsburg, OH  
www.gedusa.com

GED Integrated Solutions is a worldwide supplier of fully integrated insulating glass and vinyl window and door fabrication systems.



**IIMAK**  
Acquired June 2012  
Amherst, NY  
www.iimak.com

IIMAK manufactures thermal transfer ribbons, barcode ribbons, direct thermal films, and fluid inks. IIMAK also specializes in the development of printing, imaging, and marking ribbons, films, specialty papers, cartridges, cassettes and consumables.



**Thomson Plastics**  
Acquired April 2005  
Thomson, GA  
www.thomsonplastics.com

Thomson Plastics is a manufacturer in custom plastic injection moldings of large, highly engineered components utilizing standard and gas-assist molding expertise.

## PRIOR ALTUS PORTFOLIO COMPANIES ▶

Aqua-Chem	Manufacturer of water purification systems
D.S. Brown	Manufacturer of bridge expansion joint components
Decorative Components	Manufacturer of precision engineered die castings
Gichner	Manufacturer of military tactical shelters, containers, and subsystems
Gulfco	Provider of value-added forging solutions to energy and industrial end markets
Magnatech	Manufacturer of industrial and hydraulic hose equipment
Mistras	Provider of non-destructive testing services, software, and systems
Models & Tools	Manufacturer of assembly tooling systems across all sectors of the aerospace industry
Prism Plastics	Manufacturer of high precision plastic components
Rocla Concrete Tie	Manufacturer of railroad ties and turnout ties
Thermafiber	Manufacturer of mineral wool insulation products

\*This is a complete list of all investments made by Altus. It should not be assumed that recommendations made in the future will be profitable or will equal the performance of the securities in this list.



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