



## PLATFORM INITIATIVES OVERVIEW

BLUE POINT PARTNERS  
WITH ENTREPRENEURS  
AND MANAGEMENT  
TEAMS INVESTING IN  
AND GROWING LOWER  
MIDDLE-MARKET  
COMPANIES.

ALCO MANUFACTURING, LLC		<a href="http://www.alcomfgcorp.com" style="color: white;">www.alcomfgcorp.com</a>
<p><b>Company Overview</b> Alco, based in Elyria, OH, is a leading manufacturer of precision turned metal components for a variety of industrial end markets. As the largest independent producer of unleaded couplings and fittings for hydraulic systems, Alco maintains a significant market share with each of the largest North American hydraulic equipment companies.</p>	<p><b>Investment Interest</b> Alco is actively seeking add-on acquisition opportunities of value-added machining companies with the following characteristics: quality asset base, strong market position, \$10 million to \$50 million in revenue and EBITDA margins in excess of 10%.</p>	
<p><b>SIC / NAICS</b> 3451, 3452, 3492, 3499 / 332710, 332721, 332722, 332912, 332919</p>		
AWP, INC.		<a href="http://www.awptrafficsafety.com" style="color: white;">www.awptrafficsafety.com</a>
<p><b>Company Overview</b> AWP, headquartered in Kent, OH, is a traffic control services provider serving major utility customers from 16 regional offices in the Eastern United States. AWP provides a comprehensive array of work zone design and execution services, supplying all required personnel and signaling equipment necessary for a work safety zone.</p>	<p><b>Investment Interest</b> AWP is actively seeking add-on acquisitions that will complement its existing temporary traffic control business and/or expand its outsourced service offering.</p>	
<p><b>SIC / NAICS</b> 1731, 1721 / 23821</p>		
HANDI QUILTER		<a href="http://www.handiquilter.com" style="color: white;">www.handiquilter.com</a>
<p><b>Company Overview</b> Headquartered in North Salt Lake, UT, Handi Quilter is a leading provider of quilting products to a global network of independent quilting stores, sewing retailers, quilting distributors and dealers.</p>	<p><b>Investment Interest</b> Handi Quilter is actively seeking add-on acquisition opportunities of value-added companies or brands in the sewing and quilting space with the following characteristics: strong market position in specialty or mass-market retailers; multi-line, branded product offering; consumable products used by sewers or quilters (threads, gadgets or notions); and EBITDA greater than \$1 million.</p>	
<p><b>SIC / NAICS</b> 3552, 3999 / 333249, 339999</p>		
<p><b>Key Words</b> Screw Machine Products, Bolts, Nuts, Screws, Rivets, Washers, Fluid Power Valves and Hose Fittings, Fabricated Metal Products, Machine Shops, Precision Turned Product Manufacturing</p>		<p><b>Key Words</b> Outsourced Utility Services, Utility Contracting, Traffic Control, Flagging, Emergency Response, Traffic Safety</p>
<p><b>Key Words</b> Manufacturing Industries, Novelties, Frames for Textile Making Machinery Manufacturing</p>		<p><b>Key Words</b> Manufacturing Industries, Novelties, Frames for Textile Making Machinery Manufacturing</p>



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BLUE POINT HAS  
A STRONG TRACK  
RECORD OF INVESTING  
IN AND GROWING  
BUSINESSES IN OUR  
REGIONAL MARKETS.

<b>HILCO VISION</b>		<a href="http://www.hilco.com" style="color: white;">www.hilco.com</a>
<p><b>Company Overview</b> Hilco is a global designer, manufacturer and distributor of branded and private label prescription protective eyewear, consumer and professional optical accessories, and ophthalmic products. Headquartered in Plainville, MA, Hilco has seven additional locations across the U.S., Europe, Canada, and Australia.</p>	<p><b>Investment Interest</b> Hilco is seeking add-on acquisitions of manufacturers and distributors of branded and non-branded eyewear, eyewear accessories and ophthalmic products, particularly in North America and Europe.</p>	
<p><b>SIC / NAICS</b> 3851, 5048 / 339115, 339112</p>		<p><b>Key Words</b> Optical Accessories Distributors, Optical Frames, Ophthalmic Products</p>
<b>LINESTAR SERVICES, INC.</b>		<a href="http://www.linestar.com" style="color: white;">www.linestar.com</a>
<p><b>Company Overview</b> LineStar Services is a holding company established to pursue investments in the oil and gas pipeline services market. LineStar's first investment, Tucker Midstream, provides pipeline integrity and construction services to major pipeline owner/operators located throughout Texas and adjacent energy producing regions. LineStar's second acquisition, Tucker Construction, provides pipeline integrity services in Oklahoma and surrounding areas.</p>	<p><b>Investment Interest</b> LineStar's strategy is continued growth through acquisition and organic opportunities that broaden geographic reach, expand service offering and provide a compelling value proposition to operators of energy infrastructure, specifically in the pipeline maintenance market. Of particular interest are opportunities in the Southwest and surrounding energy producing regions with revenues ranging from \$2 million to \$30 million.</p>	
<p><b>SIC / NAICS</b> 1382, 1311, 1389 / 213112, 541360, 237120</p>		<p><b>Key Words</b> Pipeline Integrity, Pipeline Maintenance, Downstream Oil and Gas Infrastructure</p>
<b>THE LION BREWERY, INC.</b>		<a href="http://www.lionbrewery.com" style="color: white;">www.lionbrewery.com</a>
<p><b>Company Overview</b> The Lion Brewery, based in Wilkes-Barre, PA, is a leading beverage producer that operates primarily as a contract packager of specialty beverages, including healthy, organic, energy and ethnic soft drinks and teas, and craft and traditional beers.</p>	<p><b>Investment Interest</b> The Lion Brewery is actively seeking add-on acquisitions of companies that serve as contract manufacturers of alcoholic and non-alcoholic beverages.</p>	
<p><b>SIC / NAICS</b> 2082, 2086 / 312120, 312111</p>		<p><b>Key Words</b> Contract Bottler, Brewery</p>



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BLUE POINT EMPLOYS  
A SYSTEMATIC AND  
VALUE-ADDED  
APPROACH TO ASSIST  
OUR COMPANIES  
AS THEY PURSUE  
GROWTH AND  
TRANSFORMATIONAL  
CHANGE.

<b>RUSSELL FOOD EQUIPMENT</b>		<a href="http://www.russellfood.ca">www.russellfood.ca</a>
<b>Company Overview</b>	Russell is a distributor and manufacturer of foodservice equipment and smallwares. Based in Vancouver, British Columbia, and operating out of 14 distribution facilities and 3 manufacturing facilities located across Canada, Russell offers a broad assortment of equipment, supplies, parts and services to customers in the foodservice industry.	<b>Investment Interest</b> Russell is actively seeking add-on acquisitions of foodservice equipment and supplies distributors and service companies that will complement its product offering, geographic footprint or distribution channels.
<b>SIC / NAICS</b>	3339, 3914, 3421, 5046 / 333318, 332215, 423440	<b>Key Words</b> Cooking Equipment (e.g., Fryers, Microwave Ovens, Ovens, Ranges), Commercial, Merchant Wholesalers, Metal Kitchen Cookware, Utensil, Cutlery, and Flatware (except Precious) Manufacturing
<b>SELMET, INC.</b>		<a href="http://www.selmetinc.com">www.selmetinc.com</a>
<b>Company Overview</b>	Selmet, based in Albany, OR, is a leading manufacturer of complex titanium investment castings for the aerospace and defense industries. Selmet's product offering includes highly engineered components for a wide variety of leading commercial and military aircraft, weapon systems and regional/business jets. Selmet serves a wide range of global, blue chip customers on platforms such as the 737, 787, A320 and F-35 Joint Strike Fighter.	<b>Investment Interest</b> Selmet is actively seeking add-on acquisition opportunities that will complement its existing product and alloy offerings, customer base, programs, production capabilities and geographic footprint. In particular, Selmet is seeking acquisition opportunities of value-added machining companies with capabilities to machine titanium and other exotic metals.
<b>SIC / NAICS</b>	3721, 3724, 3728, 3369 / 336411, 336412, 336413, 332710, 331512, 331524, 331528, 332112	<b>Key Words</b> Titanium Castings, Investment Castings, Steel and Aluminum Castings, Aircraft Engines and Engine Parts, Aircraft Equipment and Parts, Aircraft Manufacturing
<b>SHNIER-GESCO LP</b>		<a href="http://www.shnier.ca">www.shnier.ca</a>
<b>Company Overview</b>	Shnier is the largest full-service distributor of floor coverings in Canada, selling proprietary and branded products and programs spanning all flooring categories through an established base of independent retailers.	<b>Investment Interest</b> Shnier is actively seeking add-on acquisitions that will complement its existing flooring product offering, geographic footprint or distribution channels.
<b>SIC / NAICS</b>	423210	<b>Key Words</b> Floor Covering Merchant, Wholesalers, Distribution



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BLUE POINT'S  
LONGEVITY IN THE  
MIDDLE MARKET  
GIVES OUR PORTFOLIO  
COMPANIES ACCESS  
TO A BROAD RANGE  
OF COMPETITIVE AND  
CAPITAL RESOURCES.

### SMITH-COOPER INTERNATIONAL, LLC

[www.smithcooper.com](http://www.smithcooper.com)

#### Company Overview

Founded in 1993, Smith-Cooper International is a value-added designer, producer and distributor of branded valves, fittings and pipes under the SCI and Sharpe brands. Headquartered in Commerce, CA, with distribution locations in Elk Grove Village, IL, Lawrenceville, GA, and Vancouver, WA, the Company provides over 23,000 SKUs to more than 3,000 active customers across diverse end markets.

#### Investment Interest

Smith-Cooper is actively seeking add-on acquisitions of distributors of valves, fittings, and pipes and other complementary products.

#### SIC / NAICS

3432, 3491, 3492, 3494, 3498, 5039, 5074, 5084, 5085 / 332911, 332912, 332913, 332919, 332996, 332999, 423390, 423720, 423830, 423840

#### Key Words

Industrial Valves, Fluid Power Valve and Hose Fittings, Plumbing Fixture Fittings and Trim, Valves and Pipe Fittings, Fabricated Pipe and Pipe Fitting Manufacturing, Construction Materials, Plumbing and Hydronic Heating Supplies, Industrial Machinery and Equipment, Industrial Supplies

### TRADEMARK GLOBAL, INC.

[www.trademarkglobal.com](http://www.trademarkglobal.com)

#### Company Overview

Trademark, headquartered in Lorain, OH, is a leading virtual manufacturer, fulfillment service provider and wholesale distributor of branded and licensed products to mass-market online retailers. Trademark develops and supplies a full line of high-quality, value-priced products across 10 major product categories, including housewares, artwork, cutlery, tools, toys and sporting goods.

#### Investment Interest

Trademark is actively seeking add-on acquisitions that will complement its existing online product offering, geographic footprint or distribution channels.

#### SIC / NAICS

5961, 5945, 5091 / 454111, 451120, 451110

#### Key Words

Virtual Manufacturing, Fulfillment Services, Wholesalers, Distribution