



## ABOUT

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### **BUSINESS BUILT THROUGH PARTNERSHIPS**

Titan Equity Partners recognizes that each transaction is as unique as the company and the people behind it. We are an experienced team of investors who bring both a financial and operating perspective to every investment we make.

### **INDIVIDUALIZED APPROACH**

Since 1990, our flexible approach has allowed us to tailor each structure to meet the individualized objectives of the companies we invest in. Titan seeks to create a partnership with each management team to facilitate growth and create future value. While management tackles the day-to-day operations, Titan is most helpful in non-routine problem solving and raising management's sights to set and accomplish strategic objectives.

### **SUCCESSFUL HISTORY**

Titan Equity Partners currently has six principal investments in which it plays a key role in the strategic thrust of the company. Those companies are industrial and consumer product manufacturers, software developers and a specialty service provider. With three active partners, Titan has the experience, capability, and capacity to successfully complete its next acquisition and to support and guide that company's future development.

### **CORE VALUES**

Titan's highest priority is helping our companies grow and thrive. As a team, we believe this is best achieved through:

- A transparent and straightforward approach
- An environment of respect and trust
- Hard work and an enjoyment of the process
- A genuine appreciation for the contributions of our operating partners

# PORTFOLIO

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## PRINCIPAL INVESTMENTS

### **ACOUST-A-FIBER**

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Acoust-A-Fiber manufactures thermal and acoustical insulation for motor vehicles. Individually engineered products provide protection from heat generated by engines and exhaust systems, and noise emanating from tires, engines and transmissions.

[mwaaf.com](http://mwaaf.com)



#### **NORTHERN PRECISION PLASTICS**

Specializing in large plastic parts. Utilizing Injection molding, vacuum forming, digital printing, distortion forming and assembly capabilities to serve the gaming and amusement, transportation, food service, and general industrial markets.

<http://northernprecisionplastics.com/>



#### **FOLDING SHUTTER CORPORATION / CASTLE IMPACT WINDOWS**

Leading supplier and installer of custom hurricane windows and aluminum shutters — protecting homes in SE Florida since 1969.

[foldingshutters.com](http://foldingshutters.com)

[castleimpactwindows.com](http://castleimpactwindows.com)



#### **CARDINAL METAL FINISHING**

Cardinal provides surface finishing services for aluminum automotive castings, preparing engine and transmission parts for final assembly. Processes include: shot blasting, peening, impregnation, machining, heat treating and testing.

<http://cmf-us.com/>



### **ARCMAIL TECHNOLOGY**

A leading provider of simple, secure and cost-effective email archiving and management solutions for small businesses, enterprise companies, and government entities.

[arcmail.com/](http://arcmail.com/)



### **US RING, LP**

Manufacturer and distributor of metal mechanisms for three-ring binders and supplier of other related stationery supply products. Custom production is located in St. Louis and standard products provided through Chinese joint ventures.

[usring.com](http://usring.com)

## **PARTICIPATING INVESTMENTS**



### **EDMEPLUS BY STRATICE HEALTHCARE**

eDMEplus™ is an EHR integrated e-prescribing platform connecting medical professionals with their suppliers.

[edmeplus.com](http://edmeplus.com)



### **THRIVE365**

A patented on-the-go food scoring system, Thrive365 makes it simple for people with type 2 diabetes and pre-diabetes to make smart food choices.

[thrive365.com](http://thrive365.com)



### **SWERVEPAY**

SwervePay is a secure, cloud-based solution that enables business owners to leverage their payment data to deliver "concierge service" to their customers, reduce operating costs, and create new revenue opportunities.

[swervepay.com](http://swervepay.com)



## **NATIONAL METALWARES, LP**

Integrated manufacturer of tubular steel products for furniture, sporting goods, garden tools and toys.

[nationalmetalwares.com](http://nationalmetalwares.com)

# ACQUISITION PARAMETERS

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## INDUSTRIES

- Industrial, consumer and food product manufacturers
- Plastic product manufacturers
- Automotive suppliers
- Specialty service providers

## SIZE

- Minimum: \$2 million EBITDA
- Maximum: \$100 million sales
- Equity investment: \$2 – \$10 million

## ATTRIBUTES

- Defensible product market position
- Strong management team
- Attractive growth prospects

## MANAGEMENT PARTNERS

- Participate in equity investment opportunity
- Team-up with experienced executives in searching for targeted acquisitions

## SOURCES

- Retiring owner / entrepreneurial founder
- Family recapitalizations
- Corporate spin-offs

## FINDER'S FEES

- Pleased to pay intermediary fees

# TITAN TEAM

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## PARTNERS



### **ANTHONY R. PESAVENTO**

Tony Pesavento, Managing Partner, has been a private investor in the buyout business since 1990, having worked with Carl Street Partners and LaSalle Capital Group prior to founding Titan Equity Partners. Completed transactions include a wide range of specialty manufacturing and distribution companies. Prior to entering the equity business, Mr. Pesavento worked in several product and relationship areas with J.P. Morgan in New York. Mr. Pesavento began his professional career in GE's Financial Management Program at its Medical Systems Group in Milwaukee. Mr. Pesavento currently serves as the Chairman of Acoust-A-Fiber, Northern Precision Plastics and Folding Shutter Corporation. He is a director of Cardinal Metal Finishing, and US Ring Corporation.

Mr. Pesavento earned a BS in Finance with Highest Honors from the University of Illinois and an MBA from the University of Chicago Booth School of Business.



### **TERENCE P. ROCHE**

Terry Roche is an operationally focused executive who has lead mid-size industrial manufacturing companies as large as \$125 million in revenue. He brings to Titan his expertise in analyzing market opportunities, formulating goals and achievable action plans, building cross-functional teams, and improving operations to enhance profitability. Mr. Roche was President of Ammeraal Beltech NA, a business unit of a Dutch based manufacturer of conveyor belting for a variety of industry segments including food, packaging, airport and logistics, and automotive, President of Thomas Engineering a designer and manufacturer of process equipment for the pharmaceutical industry, Strategic Business Unit Director for ITW Binks after its acquisition of Binks Manufacturing Company where he was SVP and a Director. Mr. Roche currently serves as a director and the President of Northern Precision Plastics.

Mr. Roche earned his BS degree in Industrial Engineering *cum laude* from Texas A&M University and an MBA from the Kellogg School of Management at Northwestern University.



## **RORY T. WELCH**

Rory Welch, Partner, has an extensive operating background with over 20 years of experience across multiple industries, including manufacturing, distribution, technology, and luxury goods. He has worked in supply chain, operations management, sales management, strategy, and general management with companies including Reliance Electric, the Movado Group, and Arrow Electronics where he was head of the Product Management group for the AsiaPac region. He is currently President and Chief Executive Officer of ArcMail Technology. He is an investor in Northern Precision Plastics, Folding Shutter, Acoust-A-Fiber, and ArcMail Technology.

Mr. Welch has a BA in Economics from Furman University and an MBA in Operations and Finance from Indiana University, Bloomington.

## **SENIOR ADVISORS**



## **MANOJ C. ADHIKARI**

Mike Adhikari is the President and owner of Illinois Corporate Investments, Inc., a mid-market M&A Intermediary firm handling transactions valued up to \$100 million. Prior to his 15+ years in the deal business, he held a variety of operating and senior management positions with a Fortune 500 manufacturer of graphic arts equipment and supplies. He is the developer of Business ValueXpress, a one-of-a-kind business valuation software. His analytical business valuation work has been widely quoted, among other places, in the Wall Street Journal and in the US Congress. He teaches at the Kellogg Business School of Northwestern University. Mike is an investor in Acoust-A-Fiber.

Mr. Adhikari has an MBA from the Chicago Booth School of Business, an MS in Computers from Cleveland State University, an MS in Mechanical Engineering from Illinois Institute of Technology and a BS in Mechanical Engineering from Gujarat University.



## **MICHAEL J. DELANY**

Mike Delany is an attorney and the President of Transatlantic Market Development, Inc., a business-strategy consulting firm. He began his business career in 1987 when he joined Bryan Cave, a large, multinational business-law firm, where he focused his practice on corporate law and M&A. He added an international dimension to his practice in 1992 when he moved to Europe and joined the corporate practice of a leading European law firm, Gleiss Lutz, where he advised a broad list of German- and international clients on U.S. and cross-border transactions. After almost a decade in Europe, Mr. Delany returned to Illinois and founded Transatlantic, which focuses on advising companies on strategies for international markets. He is currently an investor in and member of the board of Saran Industries. He is also a director and officer of a number of non-profit organizations in the Northern Illinois region.

Mr. Delany received his BA in Economics and an MBA *magna cum laude* from the University of Notre Dame and his JD from the University of Illinois.



## **MARK M. HORITA**

Mark Horita is a Managing Director at The Peakstone Group, a middle market investment banking firm. He is an experienced operating company CEO who brings the best practices of Fortune 500 companies right-sized for middle market implementations. He has run middle market companies and divisions of public company with revenues of \$20-\$150M where he successfully executed turnarounds and growth strategies which included acquisitions, joint ventures, and capital raises. Mr. Horita was previously the CEO of Hy-Line, an RV company; Vice President of the Fabrication Group of Ryerson Steel; President of IMC's Metal Fabrication Group and the VP/General Manager of Pentair Electronic Packaging. He also held various VP level engineering and marketing roles at General Cable and Whirlpool Corporation.

Mr. Horita earned his BS degree in Industrial & Operations Engineering from the University of Michigan and an MBA from the University of Michigan – Ross School of Business.





## **V. WILLIAM HUNT**

Bill Hunt is the Chairman of Hunt Capital Partners, a venture capital and consulting firm based in Indianapolis. He is widely experienced as a private investor and has served as a director of many industrial manufacturing companies, most notably through Cardinal Equity Partners and Titan Equity Partners. He is the retired President of ArvinMeritor Inc., and prior to the Arvin merger with Meritor, he was the Chairman and CEO of Arvin. He served as Chairman of the Indiana University Health System for ten years through 2014. He is a director of the Indiana University Foundation, the IU Maurer School of Law Board of Visitors and the Indiana University Well House Society. Bill is a director and an investor in Saran Industries and Acoust-A-Fiber, and also an investor in Northern Precision Plastics.

Mr. Hunt has a BA and a JD from Indiana University. He has an honorary Doctorate of Humane Letters from IU Kokomo.



## **ARTHUR A. PESAVENTO**

Art Pesavento is a Managing Director at Gemino Healthcare Finance, a finance company serving the asset-based lending needs in the middle and lower middle market of the healthcare industry. He has 20+ years of ABL experience in both portfolio management and marketing roles. Most recently, Art served in Senior Business Development roles with NewStar Business Credit, HSBC and RBS Citizens. Mr. Pesavento is active in the Chicago Chapter of the Commercial Finance Association, the Turnaround Management Association, and the Association for Corporate Growth in the Midwest. He is an investor in numerous Titan portfolio companies as well as other private investments outside of Titan.

Mr. Pesavento earned his MBA from the Kelly School of Business at Indiana University, and a BS in Finance *magna cum laude* from Northern Illinois University through the Honors Program.

## **CONTACT US**

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225 West Washington Street, Suite 2200  
Chicago, Illinois 60606  
312.924.0282  
[info@titanequity.com](mailto:info@titanequity.com)