

## Business Products and Services Deals for March 2018

Company Name	Description	Deal Synopsis
All4	Operator of an environmental services firm providing air quality compliance and permitting solutions across a variety of industrial end markets in North America. The company offers mission-critical air quality support and consulting services tailored to clients from diverse industries including pulp & paper, oil & gas, food and beverage, waste management, power generation and automotive.	The company received an undisclosed amount development capital from JMH Capital on March 26, 2018. The company was recapitalized as a result of this investment.
American Mortgage Consultants	Provider of due diligence and consulting services. The company offers a broad range of due diligence and consulting services including full credit, compliance and collateral reviews, loss mitigation and loan modification assistance, put-back forensics and rebuttals and asset management and surveillance services.	The company was acquired by Stone Point capital and its management through an LBO on March 22, 2018 for an undisclosed sum.
APG L.P.	Distributor and manufacturer of industrial products used in maintenance and repair of various types of industrial equipment. The company's products include gaskets, packing material, O-rings, industrial hose couplings, sheet & roll gasket materials and other miscellaneous items that are distributed and supplied through its warehouses providing industries with same or next day shipping on standard products, quick turnaround times on fabricated items, low minimum order requirements, extended customer service hours to serve multiple time zones.	The company was acquired by The CapStreet Group and its management through an LBO on March 13, 2018.

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Blast Deflectors	<p>Manufacturer of jet blast deflectors and ground run-up enclosures for aviation infrastructure applications. The company designs, produces and installs jet blast deflectors, ground run-up enclosures, end-around taxiway screens and engineered aerodynamic structures that work with every aircraft type, reduce noise, address safety issues associated with high-velocity jet blast and enhance the safety and efficiency of airport operations, enabling major airports, aircraft original equipment manufacturers and military facilities to improve safety for airside operation areas, maximize available airfield space and minimize the acoustic impact of regulated jet engine maintenance and testing run-up noise.</p>	<p>The company was acquired by Hanover Partners, Northstar Capital, Greyrock Capital Group and its management through an LBO on March 21, 2018, for an undisclosed sum. The acquisition enables the company to increase worldwide presence in its core product lines, continue to introduce new products such as the end-around taxi screen and expand into adjacent airport infrastructure product categories.</p>
Brilliant	<p>Provider of a staffing and management resourcing platform for accounting, finance and information technology industries. The company's platform offers temporary staffing, permanent search and management resources for employers looking for management resources or permanent and temporary staffing and for professionals searching for their next career move, enabling enterprises meet their specific needs and employ the best candidate to fill their staffing gap.</p>	<p>The company received an undisclosed amount of development capital from Silver Oak Services Partners, along with management and co-investors on March 27, 2018. The company was recapitalized as part of this transaction.</p>

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Class Appraisal	Provider of residential mortgage appraisal management services. The company provides real estate asset valuation, regulatory compliance and operational services delivered through its team of state certified appraisers, underwriters, national production managers and mortgage banking executives along with latest mortgage and valuation technology, enabling clients in the residential mortgage industry manage the complicated valuation process.	The company was acquired by Narrow Gauge Capital, Aberdeen Standard Investments and Intermediate Capital Group through an LBO on March 26, 2018, for an undisclosed sum. The acquisition enables the company to continue to invest in its service offering and enhance its market-leading position.
Connecticut Electric	Manufacturer of specialty electrical components for the residential, HVAC, commercial and retail markets. The company's products includes proprietary branded circuit breakers, manual transfer switches and RV power outlets and distributed through electrical distributors, hardware stores and home improvement retailers.	The company was acquired by Onward Capital through an LBO on March 8, 2018 for an undisclosed sum. Midwest Mezzanine Funds and Tecum Capital provided mezzanine and Byline Sponsor Finance Group provided senior debt financing for the transaction. The company was recapitalized as a part of the transaction.
CoreMedical Group	Provider of healthcare staffing and recruiting services in the USA. The company recruits the finest registered nurses, physical and occupational therapists, speech language pathologists, respiratory therapists, physicians, and medical management professionals, enabling hospitals and healthcare providers to solve staffing challenges and recruit medical professionals.	The company was acquired by Gen Cap America and its management through an LBO on March 12, 2018 for an undisclosed sum.
Diamond Mowers	Manufacturer of industrial mowing, mulching and brush cutting equipment. The company's boom mowers, rotary mowers, flail mowers and forestry mulchers attachments are built specifically to withstand the rigors of the forest and are compact enough to effectively work between planted rows of trees, ensuring sturdy equipment for municipalities, contractors and land owners.	The company received an undisclosed amount of development capital from Lineage Capital and Abacus Finance on March 22, 2018. Equity and debt financing will be used by the company for product development, acquisitions and to accelerate the expansion of manufacturing capacity.

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Discount Drainage Supplies	Supplier and distributor of drainage and construction products. The company supplies drainage pipe and related products including culvert pipes, PVC piping and septic supplies among others to professional contractors and homeowners.	The company was acquired by Foundation Investment Partners through an LBO on March 1, 2018 for an undisclosed sum.
Dohmen Life Science Services	Provider of medical communications services to biopharmaceutical companies. The company's medical communications therapeutic model provides biopharma and medical device companies with a wide array of outsourced services and capabilities in the areas of patient support, supply chain, compliance, finance, and technology.	The company, a subsidiary of Dohmen, was acquired by JLL Partners and Water Street Healthcare Partners through an LBO on March 19, 2018 for an undisclosed amount.
Eco-Site	Operator of wireless tower and infrastructure company intended to offer single-point access to a nationwide pool of sites. The company's customized and scalable services for network densification and expansion offer one-stop shop to meet specific needs enabling clients in wireless industry to benefit from accelerated deployment process while keeping costs predictable.	The company received \$30 million of development capital from MSouth Equity Partners on March 28, 2018. The company also received \$60 million credit facility from an undisclosed investor. The funding will be used to fuel continued growth, capitalize on drive to 5G, IoT initiatives.
Emerald Health Services	Provider of healthcare staffing services intended for hospitals and healthcare facilities across California and all over the U.S. The company provides permanent placement staffing and travel nurse staffing for registered nurses and healthcare executives, who go through an extensive skill set checklist and interview process, enabling win-win solutions to meet the hospital's staffing needs and the employment needs for nurses.	The company was acquired by Webster Capital through an LBO on March 7, 2018 for an undisclosed sum.

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Engage2Excel	<p>Provider of managed employee reward, incentive and recognition programs. The company provides employee engagement and productivity solutions throughout the talent lifecycle by designing, implementing and managing employee recognition, customer loyalty and sales incentive programs globally that helps to measure employee engagement, manage total recognition programs and improve the engagement investment with the application of prescriptive analytics thereby focusing on attracting, retaining and engaging both employees and customers to increase productivity and profitability.</p>	<p>The company was acquired by Comvest Partners through an SBO on March 08, 2018 for an undisclosed amount.</p>
Epsen Fuller Group	<p>Provider of talent management, executive search, leadership development, and management solutions. The company offers board advisory, executive &amp; board search, private equity advisory and other services to fortune 500, mid-cap and SME's, as well as private equity or venture-backed clients in the consumer, digital &amp; lifestyle, life sciences and technology sectors.</p>	<p>The company was acquired by ZRG Partners, via its financial sponsor Northcreek Mezzanine, through an LBO on March 5, 2018 for an undisclosed amount.</p>
FM Sylvan	<p>Provider of industrial pipe installation and fabrication, millwright and rigging, electrical, boiler and turbine contracting services in the US and Canada. The company is involved in the design, planning, installation, maintenance and repair of industrial pipes, enabling automotive, energy, government, education, consumer products, water treatment, material handling, food and pharmaceutical clients to have access to dependable and high-quality piping solutions.</p>	<p>The company was acquired by Blue Point Capital Partners and its management through an LBO on March 14, 2018 for an undisclosed sum. The acquisition will allow the company with strategic planning, metrics development, data analytics and an add-on acquisition strategy.</p>

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FreshAddress	Provider of email marketing database services in the United States. The company offers a variety of email marketing services appending, validation and email change of address (ECO) to retailers, nonprofit organizations, internet companies, healthcare providers, technology companies, newspapers and travel companies, enabling them to clean, correct, grow, and leverage their email lists for maximum return on their investment.	The company received an undisclosed amount of development capital from TZP Group on March 14, 2018. Balance Point invested debt capital and structured preferred capital in support of TZP Group's investment in the company. The funding will be used to accelerate the next phase of growth and innovation and accelerate ability to invest in technology, human capital and systems as well as expand the breadth of services.
Gopher Resource	Provider of environmental recycling services. The company offers a technologically-advanced secondary lead processor which recycles lead-acid batteries and other lead bearing materials, with a majority of the refined lead being used in automotive and industrial batteries.	The company was acquired by Energy Capital Partners through an LBO on March 6, 2018 for an undisclosed sum.
Infomart Data Centers (3 data Centres)	A portfolio of three data centers. The data centers are located in San Jose, Hillsboro and Ashburn and cover an area of 665,000 square feet with 27.2 megawatts of total in-place capacity and 29.7 megawatts of additional expansion potential.	3 data Centres of Infomart Data Centers were acquired by IPI Data Center Partners Management through an LBO on March 21, 2018 for an undisclosed sum.
JN Phillips Auto Glass	Provider of auto glass repair and replacement services. The company offers fast-response, high-quality mobile on-site auto and in-shop glass repair and replacement services to car owners across the United States.	The company was acquired by CenterOak Partners through an LBO on March 1, 2018 for an undisclosed sum. CenterOak's investment will provide capital to support the growth of the newly formed entity.
Lamination Specialties	Manufacturer of electrical steel laminations intended to serve the lamination needs of the transformer, ballast, and motor industries. The company's products include high-quality electrical steel laminations produced from silicon electrical steels and cold rolled low carbon electrical steels, providing industries with a stable and sturdy product.	The company was acquired by Union Partners through an LBO on March 2, 2018 for an undisclosed sum.

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Lasership	Provider of delivery services in the United States and around the world. The company offers distribution services for e-commerce and product supply businesses with timely, accurate and professional delivery services.	The company was acquired by Greenbriar Equity Group through an LBO on March 1, 2018, for an undisclosed sum.
LAUNCH Technical Workforce Solutions	Provider of technical workforce recruitment services to the aviation industry. The company connects aviation professionals such as mechanics, technicians, engineers, machinists with employment and provides avionics, structures and aircraft on ground teams for project-based operations, enabling airlines, aircraft maintenance, repair and overhaul (MRO) markets, aircraft original equipment manufacturers and service centers to hire skilled professionals and procure flexible, innovative, customer-driven and technologically advanced staffing solutions.	The company received an undisclosed sum of development capital from Argentum Group on March 12, 2018. The funding will enable the company to accelerate its aggressive plans for continued growth and enhances its ability to provide industry-leading workforce solutions and customer service to its clients.
Med Advantage	Provider of enrollment and credential verification services intended to managed care organizations for board certifications, criminal backgrounds, and licenses. The company's credentialing process, network data, and electronic credentialing services which offer primary source verified data, full web-based reporting, enabling its users to save time, money, efforts and resources.	The company was acquired by Advantum Health, via its financial sponsor Fulcrum Equity Partners, through an LBO on March 6, 2018 for an undisclosed sum. The acquisition will allow the company to gain proprietary technology and continues its rapid growth in reducing the administrative burden for medical practices, hospitals, and health systems.

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Michael Dusi Logistics Warehouse	Provider of warehousing services intended for storage of wine and craft beer products. The company's warehouses are well insulated and air-conditioned to maintain a temperature-controlled environment of about 60 degrees, equipped with both cooling and fire suppression systems specializing in case goods storage, barrel storage, and related services for the wine industry, enabling clients to get wine delivered at their convenience.	The company received an undisclosed amount of development capital from Tattooed Dog Holdings and Headhaul Capital Partners on March 16, 2018. The proceeds from the investment will be used to support the company's growth initiatives and for general working capital purposes.
Midwest Contractor	Provider of roofing and home remodeling services. The company undertakes air conditioning, heating, roofing, gutter cleaning and remodelling contracts that have quick turnaround times and are delivered by skilled, factory-trained technicians using energy efficient HVAC systems, enabling residential and commercial clients to receive detailed, personalized and quality home improvement services.	The company was acquired by Kassel Equity Group through an LBO on March 23, 2018, for an undisclosed sum. The acquisition serves as a counterpart to Kassel Equity Group's commercial business, balancing its offering in the construction space.
Nationwide Industries	Manufacturer of hardware for the fencing and patio markets. The company manufactures a variety of hinges, latches, locks, rollers, railing post mounts and cable railing infill.	The company was acquired by Harbour Group through an LBO on March 19, 2018 for an undisclosed sum. The combination of this fantastic base business and Harbour Group's resources will further strengthen the company's position in its market. The company received an undisclosed amount of debt financing in the form of a lien from Bank of Ireland on March 15, 2018.



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Oak View Group	Provider of global advisory, development and investment services focusing on the sports and live entertainment industries around the world. The company engages in managing and advising the existing venues on matters such as sponsorship, security and concert booking, thereby enabling clients to develop their existing businesses and plan further expansions in the future.	The company received \$100 million of development capital from Silver Lake Management on March 11, 2018. The investment of \$100 million, is designed to support OVG's growth strategy, including arena development projects and other strategic initiatives.
O'Keefe (River Falls)	Designer, manufacturer and marketer of commercial millwork. The company engages in designing and manufacturing commercial millwork in its manufacturing facilities equipped with modern technology with the help of a team of trained professionals who plan the project scope using CAD design and computer programs, enabling general contractors, architects, and builders to receive a wide range of customized products within a stipulated budget.	The company was acquired by Ninth Street Capital Partners through an LBO on March 7, 2018, for an undisclosed sum. As a part of the transaction, the company received debt financing from Tecum Capital.
Old Mill Brick	Designer of an innovative system designed to be used for installing thin brick facades. The company's innovative system offers several easy to install systems that can be used with any thin brick, including tumbled and cast preventing drafts and heat dissipation, enabling customers to design and explore installation options and increasing buildings' energy efficiency.	The company was acquired by Bridger Capital Partners through an LBO for an undisclosed amount on March 15, 2018. Assurance Mezzanine Fund contributed mezzanine funding and Bridge Bank provided a revolving credit facility for the transaction.
Outpatient Imaging Affiliates	Owner and operator of outpatient imaging centers. The company's imaging centers offer PET/CT, MR, CT, ultrasound, mammography, nuclear medicine, bone densitometry (DEXA) and plain film X-ray procedures, enabling the patients to diagnose for various health issues.	The company was acquired by ICV Partners through an LBO on March 13, 2018 for an undisclosed sum.

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Rand Logistics	Provider of bulk freight shipping services throughout the Great Lakes region. The company uses a fleet of ten self-unloading bulk carriers and three conventional bulk carriers to offer domestic port-to-port services.	The company was acquired by American Industrial Partners through an LBO on March 1, 2018 for an undisclosed sum. As a part of the transaction, American Industrial Partners converted its second lien debt into an equity stake of the company. The transaction will materially de-lever the company's balance sheet, eliminating approximately \$90 million in outstanding debt and will also dramatically reduce annual interest expense.
RatPac Dimmers	Manufacturer of lighting control and power distribution products designed for performance enhancement and aesthetic appeal. The company produces portable dimmers, wireless controls and power distribution devices for sets of movies and television series, which are quiet, portable and fitted with digital motion x-ray controls, enabling clients motion picture and television industries to have effective light control for their sets.	The company received an undisclosed sum of development capital from Vopne Capital on March 7, 2018. The funding enables the company to expand its manufacturing footprint and geographic reach as well as its product lines.
Robertshaw Controls	Manufacturer and seller of electromechanical and electronic control systems. The company's critical components and control systems are used to regulate all major functions of white good appliances such as cooking, refrigeration, laundry and dishwashing machines, in both the residential and commercial sectors. It also sells its products under its two brand names to leading international white goods original equipment manufacturers.	The company was acquired by One Rock Capital Partners through an LBO on March 1, 2018 for an undisclosed sum.
Sandhills Theatre Arts Renaissance School (Building)	A 16,171 square feet school facility in Vass, North Carolina. The property encompasses a total of 16,171 square feet on 5.8 acres, as well as 3.26 acres of adjacent land on 140 Southern Dunes Drive.	The Sandhills Theatre Arts Renaissance School facility was acquired by Charter Scholl Capital through a \$2.2 million LBO on March 14, 2018.

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SchoolKidz	Provider of educational supply kits intended to ensure that less fortunate and those in need are provided with the essential products they require. The company's programs like Teacher Tailored and Kits for Kidz offer top-notch services with dedicated support, multiple program discounts and a 24/7 customer portal, providing schools, parent groups, businesses, and organizations with competitive pricing, industry-leading profits and maximized earnings by saving cost.	The company, a subsidiary of Staples, was acquired by Skyview Capital through an LBO on March 16, 2018 for an undisclosed sum. The acquisition will enable the company to expand its existing product portfolio as well as gain even greater market share through consolidation of a fragmented industry.
Situs	Provider of commercial real estate loan advisory and integrated services. The company's customized services mitigate deal execution risks while maximizing operating margins, enabling financial institutions, investors, owners and developers to receive tailored services that manage risks, reduces costs and increase share prices.	The company received an undisclosed amount of development capital from Stone Point Capital on March 20, 2018. Capital One led a \$190 million of senior secured credit facility, following which the company got recapitalized. The proceeds from the funding will be used for acquisitions, refinancing of existing debt, recapitalizations, support for working capital needs and funding growth initiatives.
SM Energy (Powder River Basin assets)	A portfolio of 112,200 acre leasehold assets. The assets to be sold include approximately 112,200 predominantly contiguous net acres located in northwest Converse County and portions of southeast Johnson and southwest Campbell Counties, Wyoming.	Powder River Basin assets of SM Energy (NYSE: SM) were acquired by Northwoods Energy, via its financial sponsor Apollo Global Management, through a \$500 million LBO on March 26, 2018.
SmashFly Technologies	Provider of a recruitment marketing platform designed to help businesses hire the right people to drive business success. The company's platform attracts and nurtures the people with real-time analytics to fit in an organization, enabling clients to hire in a cost-effective way, improve engagement and increase retention.	The company received an undisclosed amount of development capital from SSM Partners on March 1, 2018.

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Sound Building Supply	Manufacturer and distributor of metal flashing, roofing, and construction products. The company engages in producing and distributing construction products in its manufacturing facility while easily managing construction projects, enabling clients to receive reliable and customized products in a swift and timely manner.	The company was acquired by Salt Creek Capital II through an LBO on March 7, 2018 for an undisclosed sum.
Studykik	Provider of patient recruiting and volunteering services for clinical trials. The company's recruiting services utilize social media advertising to address recruiting and retention of patients, thereby enabling the clinical trial industry to benefit from methods of enrollment by lifting the veil of patient recruitment.	The company received an undisclosed amount of development capital from Kinderhook Industries, Matt Miller and Jerome Chiaro on March 8, 2018.
Systems Control	Designer and manufacturer of protective relay and control panels in the United States. The company engages in the manufacturing of equipment enclosures and control and relay panels used in electrical transmission and distribution substations across North America, enabling electric utility providers to receive quality critical components, thereby ensuring reliable operation of the electrical grid.	The company, a subsidiary of Northern Star Industries, was acquired by Comvest Partners through an LBO on March 28, 2018 for an undisclosed sum.
The Beacon Hotel and Corporate Quarters	A 199-room hotel in Washington D.C. The 9-story features premier business facilities, a fitness centre and a restaurant and offers a mix of spacious and comfortable studios, deluxe rooms and suites.	The hotel property of Capital Hotels & Suites was acquired by Rockpoint Group and Three Wall Capital through a \$59.7 million LBO on March 2, 2018.

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The Tranzonic Companies	Manufacturer and distributor of consumable cleaning, maintenance and personal protection products to the away from-home market. The company distributes a variety of disposable sanitary and safety supplies including industrial wipers, toilet seat covers, gloves, feminine hygiene products, air care products, restroom supplies, sorbents and other safety products.	The company was acquired by PNC Riverarch Capital through an SBO for an undisclosed amount in March, 2018.
Trinity Partners (Waltham)	Provider of life sciences consulting services intended to provide strategic insights and analysis for precise decision making. The company's consulting services include identifying performance issues, pinpointing areas for growth, highlighting market opportunities, and thorough analysis of the market needs, providing pharmaceutical, biotech, medical device, and diagnostic companies with an innovative strategic and tactical solution, along with vision and thoughtful groundwork they need for precise decision making.	The company received an undisclosed amount of development capital from Parthenon Capital Partners on March 16, 2018. The capital received will be used to pursue the growth strategy of building a comprehensive commercialization services company.
Urban Energy Solutions	Provider of electrical construction and related services. The company engages in offering a comprehensive range of HVAC controls and electrical contracting services as well as a wide range of energy management service with the help of a team of professionals who use modern technology, enabling clients to receive a safe and customized set of services.	The company was acquired by Midstate Energy, via its financial sponsors Bow River Capital Partners and Bain Capital Credit, through an LBO on March 1, 2018 for an undisclosed sum. The business combination strengthens the electrical contracting, solar, and battery storage capabilities of Midstate while expanding on existing HVAC, lighting, and water capabilities.
Wastequip	Manufacturer waste and recycling equipment. The company's equipment is used to collect, process and transport recyclables, solid waste, liquid waste and organics.	The company was acquired by H.I.G. Capital through an LBO on March 20, 2018 for an undisclosed sum. Barclays Bank and Credit Suisse Securities (USA) provided loan financing as part of the transaction.

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Whirlwind Energy	A wind-farm project located in the North-West of Texas. The wind farm comprised of 26 turbines with a total capacity of 60 megawatt.	Whirlwind Energy was acquired by Skyline Renewables, via its financial sponsor Ardian, through an undisclosed amount LBO on March 5, 2018 for an undisclosed sum.
Wpromote	Provider of digital marketing services. The company's digital marketing campaigns and services enable its clients and partners to challenge convention, grow market share, increase customer lifetime value and transform results.	The company received an undisclosed amount of development capital from Shamrock Capital Advisors on March 13, 2018.
Yesway 1148	A convenience store located at 1701 Iowa Avenue East in Marshalltown, Iowa. The store offers quality fuels, food and beverages at affordable prices.	The convenience store was acquired by Yesway, via its financial sponsor Brookwood Financial Partners, through an LBO on March 20, 2018 for an undisclosed sum.