

OVERVIEW

- Cardinal Equity Partners is an investment firm that has been purchasing and growing businesses since the early 90's.
- As a private family funded firm, we are not limited by traditional private equity limitations relating to deal structures or artificial hold periods.
- Our mission is to own a select number of great quality businesses and to partner with management teams in building value over the long term.

OUR INVESTMENT PHILOSOPHY

- We believe that successful investments begin with good companies with positive track records, great management teams, and where we can add value through our financial resources and operating expertise. While we do not participate in daily management, we believe we can serve as active advisors serving as a resource for managers as they grow their business.
- We maintain a commitment to preserve the legacy of companies recognizing that culture is a key determinant of long term success.
- We strive for complete alignment of interest with key managers through incentive structures that reward short and long term performance versus agreed upon goals.
- While debt is employed to enhance returns, leverage is kept to modest levels to insure each business has a balance sheet that can support growth plans while providing protection in case of economic downturns.

INVESTMENT CRITERIA

Target Sectors:	Consumer products, niche manufacturing, value-added distribution, and business services.
Situations:	Recapitalizations, succession planning, family legacy transitions, spin-offs.
Company Size:	\$1 million to \$7 million of EBITDA for platform transactions, no minimum for add-ons.
Geography:	East of Rockies with Midwest preference.
Transaction Types:	Majority ownership typically with management co-investment.

CONTACT US

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CURRENT PORTFOLIO COMPANIES



Wild Sports is the leading manufacturer and provider of licensed and branded tailgating, homegating and outdoor games. The company, founded in 2004, has offices in Westfield, IN and Charlotte, NC and sells a variety of games, including corn hole, to the outdoor and recreational enthusiast. Cardinal completed the recapitalization along with Centerfield Capital Partners, Expedition Capital Partners, and the management team in 2017. www.wildsports.com



Eagle Battery is the industry leader in lead-acid battery reconditioning as well as a strategic provider of third party logistics services for the automotive battery market. Founded in 2002 in Muncie, IN the company has provided battery reconditioning services to customers throughout the Midwest and is now expanding nationally. Cardinal led the recapitalization of Eagle Battery in 2017. www.eaglebattery.com



Poly-Wood, Inc. manufactures and sells eco-friendly outdoor furniture and accessories through national retailers and through a state of the art ecommerce platform. The company was founded in 1990 and is headquartered in Syracuse, In. Cardinal co-led the recapitalization with another Indianapolis investor group in 2015. www.polywoodinc.com.



Contour Industries is a fabricator of glass products for a variety of industries including appliance, solar, and construction. The company was founded in 1985 and is located in Eastern Tennessee. Cardinal led the acquisition along with an industry executive in 2011. www.contourglass.com



The Electric Sweeper Service Company (“ESSCO”) is the leading distributor of floor care products to independent dealers and specialty floor care internet retailers in the United States. Founded in 1924 and based in Twinsburg, Ohio, ESSCO offers over 12,000 SKU’s, making it the industry’s largest distributor. Cardinal led the recapitalization in 2012. www.essco.net



Motion Tech Automation is a leading provider of motion control solutions used in precision manufacturing primarily serving the packaging and medical markets. MTA, founded in 1987 is based in Oakdale, MN, and is certified in the design, manufacturing, and assembly of electro-mechanical products. Cardinal led the recapitalization in 2010. www.motiontech.com



Guardian Pharmacy LLC is a closed-door pharmacy focused on serving assisted living and skilled nursing facilities. With operations across the U.S., Guardian is one of the nation’s largest institutional pharmacies. Cardinal, along with another investment group created the company beginning with a small acquisition in 2003. www.guardianpharmacy.net



Aqua Systems is one of the largest independently-owned providers of water softeners, drinking water systems, and bottled water in the eastern half of the United States. Since the acquisition by Cardinal in 1997, Aqua Systems has expanded from a single location in central Indiana to having a multi-state retail presence as well as a wholesale division serving other water product dealers across the U.S. www.ilovemywater.com

SELECT PRIOR INVESTMENTS

