

TransWestern Publishing Company, LLC

A MEDIA & COMMUNICATIONS

Investment by CIVC Partners

Media & Communications



In June 2001, **TransWestern Publishing Company**, a CIVC portfolio company and independent telephone directory publisher, acquired Texas-based WorldPages.com, Inc., a leading print and Internet yellow pages publisher. The acquisition, which contributed over \$100 million in print revenues, catapulted TransWestern Publishing Company into a premier position within the telephone directory market. Now, with over 312 print directories in 22 states, the Company is the second-largest independent telephone directory publisher in the United States.

The History

CIVC and management originally acquired California-based TransWestern Publishing Company in 1993. Over the past eight years, the Company's exceptional management team and extraordinary growth has enabled numerous recapitalization transactions – each entailing a larger capital investment from CIVC and underscoring CIVC's long-term commitment to its outstanding portfolio companies. In conjunction with the WorldPages acquisition, TransWestern was once again recapitalized with CIVC providing \$50 million of new capital to the Company from CIVC's latest fund.

The Growth Plan

TransWestern Publishing Company has a strong track record of successful acquisitions and internal growth. Since 1995, the Company has purchased 33 companies. The WorldPages acquisition is the largest to date, increasing revenue by approximately 50 percent. The Company intends to continue growing aggressively through additional acquisitions throughout North America.

CIVC is actively seeking acquisition opportunities for TransWestern Publishing Company. For more information, please contact Marcus Wedner, Chris Perry or Gregg Wilson at CIVC.

CIVC PARTNERS' PORTFOLIO COMPANIES

sector

Business Services

THE BRICKMAN GROUP, LTD.

Landscape Maintenance

GENERAL ROOFING SERVICES, INC.

Commercial Roofing

KELLERMEYER BUILDING SERVICES, LLC

Contract Cleaning Services

LA FITNESS INTERNATIONAL, LLC

Full Service Fitness Clubs

sector

Financial Services/ Insurance

AMERICAN FIDELITY & LIBERTY, INC.

Long-term Care Insurance

FACTUAL DATA CORP.

Credit Information Services

RAM REINSURANCE COMPANY

Municipal and Asset-backed Bond Reinsurer

WINTRUST FINANCIAL CORPORATION

Community Banking Services

sector

Media/ Communications

GOCOM HOLDINGS, LLC

Television Stations

PRIMECO CHICAGO PCS

Wireless Communications

TRANSWESTERN HOLDINGS, LP

Yellow Pages Directories

sector

Industrial Growth

HOLLINEE, LLC

HVAC Filtration Media

K & K SCREW PRODUCTS, LLC

Precision Screw Machining

NORCROSS SAFETY PRODUCTS, LP

Industrial Safety Products

PRECISION TUBE TECHNOLOGY, INC.

Coiled Steel Tubing

WASTEQUIP, INC.

Waste Handling Equipment

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CIVC Partners is a \$500 million private equity fund whose sole limited partner is Bank of America. CIVC Partners, with 30 years of experience in private equity investing, provides growth capital to middle-market companies with a focus on business services, financial services and insurance, media and communications, and industrial growth. The latest information on CIVC Partners and its portfolio companies can be found at www.civc.com.

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