

Wastequip, Inc.

A NICHE MANUFACTURING INVESTMENT
by *CIVC Partners*

Niche Manufacturing



CIVC Partners recently acquired **Wastequip, Inc.**, a leading manufacturer of equipment used to collect, process, and transport solid and liquid waste materials. CIVC invested \$34.2 million at closing and committed an additional \$15 million of equity capital to fund the growth plan. CIVC's original commitment of \$70 million included \$20 million to bridge the subordinated debt. Ultimately, this bridge was not required as third party subordinated debt financing was arranged prior to closing. The transaction was structured so key members of senior management could reinvest a portion of their proceeds into the new entity on a tax-deferred basis. In addition, over 30 senior executives and managers will participate in an incentive stock program providing them with significant upside potential.

The Company

Wastequip, a leading waste handling equipment consolidator with approximately \$150 million in annual revenues, has a strong record of both internal growth and successful acquisitions. The company currently has 16 facilities in the U.S. and one in Canada. Each of these facilities has benefited from the company's ability to institute best practices and to purchase raw materials with volume discounts. Growth remains strong in this market as the increasing regulation of landfills places demands on waste haulers to transport waste from urban areas to remote, rural areas. Strict regulation for the transportation and storage of hazardous liquid waste also drives demand for the company's products.

The Growth Plan

There are numerous opportunities to continue to consolidate this sector through both acquisitions and greenfield expansion. Management maintains a strong pipeline of acquisitions and site candidates and will access \$15 million in equity capital from CIVC to fund the growth plan. Please contact Chris Perry or Gregg Wilson if you have opportunities you think might be of interest.

CIVC PARTNERS' PORTFOLIO COMPANIES

sector

Business Services

THE BRICKMAN GROUP, LTD.

Landscape Maintenance

GENERAL ROOFING SERVICES, INC.

Commercial Roofing

MANAGEMENT COMPENSATION GROUP, NORTHWEST

Benefits Design and Administration

sector

Financial Services

FACTUAL DATA CORP.

Credit Information Services

RAM REINSURANCE COMPANY

Municipal and Asset-backed Bond Reinsurer

WINTRUST FINANCIAL CORPORATION

Community Banking Services

sector

Media/ Communications

AFFINITY DEVELOPMENT GROUP, INC.

Membership Marketing

GOCOM HOLDINGS, LLC

Television Stations

TELETOUCH COMMUNICATIONS, INC.

Wireless Services

TRANSWESTERN HOLDINGS, LP

Yellow Pages Directories

sector

Niche Manufacturing

HOLLINEE, LLC

HVAC Filtration Media

K & K SCREW PRODUCTS, LLC

Precision Screw Machining

NORCROSS SAFETY PRODUCTS, LP

Industrial Safety Products

PLASTIC ENGINEERED COMPONENTS, INC.

Custom Injection Moldings

PRECISION TUBE TECHNOLOGY, INC.

Coiled Steel Tubing

WASTEQUIP, INC.

Waste Handling Equipment

CIVC Contacts

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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, media and communications, and niche manufacturing. The latest information on CIVC Partners and its portfolio companies can be found at www.civc.com.