

Over 25 years of investment success driven by growing and building companies.

Founded in 1997, Saw Mill Capital is a lower middle-market private equity firm based in the suburbs of New York. We are growth focused investors that invest for the long run, beyond our ownership period. We don't flip businesses; we build stronger businesses.

Investment Criteria

- Attractive industry demand trends
- Compelling, multi-faceted growth prospects
- Favorable competitive dynamics
- Defensible market position
- Strong existing management teams, or businesses with planned management transitions
- Owned by entrepreneurs, families, private equity groups, and public and private corporations
- Headquartered in North America

\$3-25M

Annual Adjusted
EBITDA

\$15-75M

Equity Check
Size

Control Investments

Ownership Requirements

Business Services Specialty Distribution Manufactured Products

Areas of Focus

By the Numbers

\$400M

Current Fund Size

25+

Year
History

20

Year Avg. Senior
Team Tenure

11

Investment
Professionals

3

Person In-house
Research Team

24

Platform
Investments

9

Companies
Seeking Add-ons

Unique In-House Research

Understanding industry dynamics drives superior returns, so we conduct industry research with a dedicated three-person team, enabling us to:

- Ascribe full value to businesses and growth opportunities
- Accelerate due diligence and execution speed, with greater certainty to close
- Partner with management teams and enable rapid decision-making
- Invest aggressively inside our portfolio companies

How We Operate

We stand behind our companies and management teams.

- We are one dedicated deal team through the entire life of the investment.
- We work for our management teams but are not involved in day-to-day operations.
- We are operationally minded investors but do not use operating partners.
- We build highly-relevant, industry-sourced board of directors for each company.

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Areas of Focus

Business Services

- Commercial and industrial services
- Facility-related services
- Construction and skilled trade services
- HVAC/R and building systems
- Utility and telecom infrastructure
- Energy, power, and environmental services
- Specialty rental services

Specialty Distribution

- Engineered, designed, or specified products
- Commercial and residential building and interior products
- Industrial automation
- Fulfillment & logistics

Manufactured Products

- Building products
- Packaging
- Contract and private label food and beverage
- Safety products
- Replenishment products and process consumables

Current Investments

ARCXIS

September 2019



Provider of engineering, inspection, energy efficiency, and related services
Add-on focus: New regions, cross-selling opportunities

Climate Pros

November 2017



Provider of refrigeration and HVAC maintenance, repair and installation services
Add-on focus: Refrigeration, new regions, technology, new services

Complete Automation Solutions

January 2017



Designer, distributor, and integrator of automation solutions
Add-on focus: New territories, engineering, panel building, system integrators

Industrial Refrigeration Pros

October 2021



Provider of construction, repair and maintenance services for industrial refrigeration systems
Add-on focus: Food Processing Refrigeration, Warehouse Refrigeration, New Regions

Let's Pave

June 2019



Provider of outsourced parking lot maintenance and repair services
Add-on focus: Adjacent services, ADA compliance, technology

Nemo Tile & Stone

March 2021



Distributor of tile, stone, and setting materials in residential and commercial construction
Add-on focus: A&D channel, new regions, adjacent products

Rasa Floors

December 2021



Provider of flooring installation services, with a focus on the multi-family market
Add-on focus: New Geographies, multi- and single-family

Versatrim

December 2021



Manufacturer of floor molding and trim for residential applications
Add-on focus: Geographic expansion, adjacent products

Victory Energy

November 2012



Designer and manufacturer of boilers and heat recovery steam generators and related equipment

Wolf-Gordon

January 2016



Designer and distributor of vinyl wallcoverings, textiles, and related building products
Add-on focus: Tangential products, national scale

Select Prior Investments

Gateway Packaging Company
Packaging



Pexco
Extruded Plastic Products



Janus International Group
Building Products



Pine Environmental Services
Environmental Testing, Rentals



MeTEOR Education
Distribution, Education



Terra Renewal
Wastewater, Transportation

