



**HAMILTON  
ROBINSON  
CAPITAL  
PARTNERS**

**Realizing the promise  
in small companies for  
decades**



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## **Manufacturing Day 2016 Welcome to the Revolution!**

As we celebrate [Manufacturing Day 2016](#) we enter a period of unprecedented change...an opportunity for all of us. Welcome to the fourth Industrial Revolution!

The [Boston Consulting Group's latest video](#) describes how **the fourth manufacturing revolution is critical to the world economy to boost employment, productivity, and growth**. We will be manufacturing products we haven't even imagined yet...

- Advanced robotics and additive manufacturing will result in a new productivity advantage called **scaled customization, where a batch of one product will cost the same as a batch of many**.
- The result will be highly flexible manufacturing occurring at smaller scales, moving closer to end-markets, accelerating the return of off-shore manufacturing while **radically changing the worldwide East-West trade flows to more local, regional trade flows**.

Many of these manufacturing companies are family-owned. There is a rapidly growing recognition being given to the importance of family-owned businesses. Forbes published the [Global Family Business Index, ranking the top 500 largest family-owned companies](#). Academia has also acknowledged the importance that family businesses play in our global economy. Cornell University's Smith Family Business Initiative, will host the [2016 Families in Business Conference](#) on October 20-21 - a worthy event to attend.

- Members of the Family 500 index account for a combined \$6.5 trillion in annual sales, enough to be **the third-largest economy in the world** (bested only by the U.S. and China).
- Research suggests that **families may be better-equipped to maintain long-term business success** because they tend to be focused on the next generation (not the next quarter), and they tend to be very efficient innovators. The **average company on the Family 500 Index has been in business for 88 years**.

**Hamilton Robinson has been successfully combining the strength of manufacturing with the fortitude of family-owned businesses for over 30 years.** Our total package of smart investments, targeted add-on acquisitions, management expertise and other key resources are the exact tools these family-owned businesses will now need to convert the fourth industrial revolution into significant opportunities.

### **ABOUT HAMILTON ROBINSON**

Hamilton Robinson Capital Partners was founded in 1984 to invest directly in small, privately held manufacturing, distribution and service businesses. The firm has maintained its singular focus on this dynamic market to become a valued resource for equity capital and growth strategies for small businesses. Based in Stamford, CT, the firm has completed over \$1.3 billion in transactions supporting 48 companies. Investors include leading financial institutions, funds, family offices, and individuals in the United States and Europe. For more information, visit [www.hrco.com](http://www.hrco.com).

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