



HAMILTON
ROBINSON
CAPITAL
PARTNERS



Realizing the promise in small companies for decades

December 2016



HAMILTON ROBINSON CAPITAL PARTNERS SEEKING TO ACQUIRE MATERIAL HANDLING COMPANIES

It's the holiday season and 2016 will enter the record books!
According to [Business Insider](#), "UPS is expecting to ship a record volume of more than **700 million packages** between Thanksgiving and Christmas - an increase of more than **70 million over 2015's record total**. At the same time, FedEx is projecting a 10% increase over the **more than 325 million packages** it shipped last holiday season."

How do all these boxes get packaged up and moved out? **Hamilton Robinson is looking to acquire companies in and around the material handling space.** We are interested in equipment manufacturers, component companies (ie. belts, robots, lifts) and service providers (ie. integration, automation, inventory management) to add to our portfolio. We are end market agnostic and will look at companies serving various industries. Acquisition targets should have the following attributes:

- **SIC code: 3535**
- **Revenue size of \$20mm-\$100mm**
- **EBITDA of at least \$3mm**
- **Located in the U.S. or Canada**

We currently own two dynamic conveying and robotic material handling companies serving the corrugated industry. [Systec Conveyors](#) is a leader in complete turnkey conveyor solutions and [Automatan](#) produces innovative robotic and graphics-related equipment to the corrugated and folding carton industries around the world.

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**Season's
Greetings
From everyone
at Hamilton Robinson
And our best wishes for
2017!**



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INVESTMENT
OPPORTUNITIES
PLEASE CONTACT:**
Stephen Connor
sbc@hrco.com
(203) 602-0011

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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 49 companies. Investors include leading financial institutions, funds, family offices, and individuals in the United States and Europe. For more information visit www.hrco.com.

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