



Hamilton Robinson Capital Partners

Three down and the fourth is up! We're **talking the fourth Industrial Revolution-Smart Manufacturing**. The experts at IndustryWeek have now coined it:

- The first industrial revolution started in 18th century England- think mechanical looms
- The second centered on electrically powered-mass production near the start of the 20th century - think Henry Ford and assembly lines
- The third revolution brought electronics, robotics and IT - think computers entering business and manufacturing
- The fourth? The emergence of big data with its predictive analytics, artificial intelligence, the extraordinary growth in intellectual property (IP) and smart manufacturing - **think data that now tells us what to do**

Maybe we need to take a closer look...big data is guiding GE, their water & power division generated what appears to be a small 1% improvement in its output - yet this equates to a savings of \$2 to \$5 million for each individual turbine each year, which in turn is forecast to save GE \$66 billion over the next 15 years! A U.S. Department of Commerce study concluded IP-intensive industries accounted for \$5.06 trillion in value added, or 34.8% of the U.S. GDP. This is the power of the fourth industrial revolution, the power of smart manufacturing.

The leaders emerging in our middle market space will be those having the vision, expertise and capacity to build their firms incorporating smart manufacturing. This will **require having the right "smart partners" - smart investors, smart managers and smart manufacturing processes**, that together, expand their vision, build their capacity, and enable them to grow into new market leaders. **Let's work together to contribute to this revolution...and to benefit from it.**

We are actively seeking **mature companies in the industrial manufacturing and services sectors with EBITDA of at least \$3 million** that are looking to grow into new market leaders.

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

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