



Hamilton Robinson Capital Partners

"The measure of intelligence is the ability to change" - Albert Einstein

We began 2020 with blue and white collar workers, but by April Fools' Day, **the majority of us have taken on the traits of a new collar worker!** We are in the midst of a workforce revolution that began back in 2016 when the former IBM CEO, Ginni Rometty, coined the term *new collar workers*. **Blue and white collar workers have become digital new collar workers.** New collar workers are adept at information technology skills, they adapt and seek out new technologies to combine both their technical and soft skills.

At Hamilton Robinson, **information technology skills are an essential part of all of our industrial service and manufacturing companies.** Advanced manufacturing and technology skills, strong management teams and even stronger partnerships, have allowed our portfolio companies to not only survive, but thrive through the economic downturns of the past 35 years. During this crisis, we have adapted to hold weekly digital town hall meetings to discuss what lies ahead, what other teams are facing and how to best handle this rapidly changing environment. **It is the strength of these resources and partnerships that will allow our management teams to emerge from this crisis whole.**

We have the expertise and capital to make this difference for the right companies, and we are looking to **partner with intermediaries who can connect our capabilities to the needs of their clients.** If you have clients that fit this description, we'd like to talk with you. Please feel free to contact us at any time at 203-602-0011 or email below.

If the measure of intelligence is the ability to change, then we feel fortunate to be surrounded by some of the most resolutely changing management teams, intermediaries and service providers. **Wishing you, your families and clients a clean bill of health and the resolve to weather this crisis.**

Sincerely,

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ABOUT HAMILTON ROBINSON

Hamilton Robinson Capital Partners is a lower-middle market private equity firm focused on making control investments in North American-based commercial service, distribution, specialty industrial manufacturing, and industrial technology businesses. Founded in 1984 and based in Stamford, CT, HRCP has completed over \$1.6 billion in transactions supporting over 55 family businesses and corporate divestitures. Investors include leading financial institutions, fund of funds, family offices, and individuals in the United States and Europe. For more information, visit www.hrco.com.

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