



Hamilton Robinson Capital Partners

If you guessed POPCORN, you are correct. Humans have been snacking on popcorn for approximately 5,600 years. With all the stay-at-home mandates, snacking throughout the day is at an all-time high. Americans consume 15 billion quarts of popcorn annually! Humans have progressed from fire-popped corn to the first commercial popcorn machine which was invented in Chicago in 1885.

As with the first popcorn machine, robotics and automation are now leading the way to safer and more efficient manufacturing processes. Over the past 20 years American industry has been engaged in a race to the bottom in terms of labor and production costs, but the COVID-19 pandemic has now shown us **how important "Made in the USA" really is**. At **Hamilton Robinson we have always believed in the strength of US manufacturing and industrial services**. We have partnered with over 55 industrial companies to strengthen their product offerings, increase their geographical reach, improve their operations and maintain and expand their world-leading technologies.

We have all become increasingly aware of **our food supply chain and the importance of an agile and safe production process**. The combination of human creativity, robotics, automation and technology will ensure we have a reliable food supply in the future. It's time to **re-think what role automation and robots will play in our economy**. Automated manufacturing processes will not bring back demand for low-skilled labor, but it will create new jobs for digitally-savvy workers. We are **looking for companies that are challenging themselves to create the next generation of robots and automation equipment in the food production sectors** and management teams that are ready to meet the growing need for agility and safety in our food supply chain. Please feel free to contact us at any time if you have clients that fit these criteria. We can be reached at 203-602-0011 or email below.

As we pass from spring into summer this weekend, sit back, **grab a handful of popcorn and re-think everything...opportunity awaits!**

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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