

**Hemingway Capital LLC (HWAY)** is an operations-oriented private equity firm investing in dynamic B2B manufacturing and services companies in the lower middle market with up to \$10M of EBITDA.

We are focused on operational excellence rather than financial engineering, making us an ideal **strategic partner for any company looking to maintain their legacy** while also investing in, optimizing, and growing the business.

**Purposeful  
Practical  
Principled**

Investment Criteria	Defensible market, customer, or position		Consider majority ownership, US-based only		Platform size is \$3-10M of EBITDA (any size add-on)	
Transaction Type	Buyout	Corporate Carveout	Ownership Transition	Family Succession	Recap	Turnaround
Industry Targets	Manufacturing		Business & Industrial Services		Industrial Automation/Technology	

We are focused on a wide range of industrial and business services verticals.

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### Industrial Manufacturing

- Aerospace & Defense
- Automotive Aftermarket & Transportation
- Building Products
- Contract Manufacturing
- Electrical & Power
- Highly Engineered Components
- Infrastructure
- Machinery & Equipment
- Material Handling
- Medical Products
- Pallets, Crates, & Shipping Products
- Personal Care Products
- Precision Machining & Fabrication
- Safety Products
- Specialty Chemicals
- Wire Harness/Cable Assembly

### Business & Industrial Services

- Business Process Outsourcing
- Commercial Services
- Environmental, Equipment, Infrastructure & Facility Services
- Human Capital Management
- IT Services
- Landscaping & Maintenance
- Marketing & Advertising Services
- Pest Control
- Printing Services
- Residential Services
- Security Services
- Specialty Consulting Services
- Specialty Distribution
- Technician Services & Repair
- Training & Certification Services
- Transportation, Logistics & Supply Chain
- Waste Management & Recycling

### Industrial Automation/Technology

- Additive Manufacturing
- Automation & Robotics
- Motion & Process Control
- Optics, Lasers & Photonics
- Power Production & Management
- Rapid Prototyping
- Testing & Measurement
- Water & Environmental Technology

## We are active yet flexible.

You can rely on us to be fair, provide guidance when we are doing well and to get involved when times are less certain.

## Purposeful Practical Principled

### Specialized

Private investment firm focused on the lower middle market industrial space

### Experienced

Hands-on operators who know the nuts & bolts of businesses along with providing strong connections and resources to support growth

### Talented

Deep knowledge on organizational design and talent, capable of sourcing the right team members to address any gaps

### Flexible

Patient capital, allowing us and our partners to realize the full potential of an investment

### Resourced

Our affiliate, Beckway, provides us with unparalleled industry and functional expertise

### CURRENT PORTFOLIO



Founded in 1995, Chibuzo specializes in new wood pallets and crating, providing high quality products and value-added services. Chibuzo is headquartered in Fort Smith, AR.



Founded in 1988, GTA Containers is a leading producer of flexible containers, covers & doors, and fluid transfer systems for military and commercial customers. GTA is headquartered in South Bend, IN.



Founded in 1958, Vege Labs is a private label contract manufacturer of high-quality natural cosmetics and household products. Vege Labs is headquartered in Glendale, CA.



Established in the 1930s, Maid O' Mist is a leading manufacturer of air elimination valves, steam valves, and vertical & horizontal float-operated water level controls. Maid O' Mist is headquartered in Chicago, IL.

Hemingway affiliate, Beckway, provides our portfolio companies with access to over 130 seasoned operations executives. From targeted improvement initiatives to board-level guidance, Beckway offers functional and industry expertise to accelerate results and create long-term value.