



Elevating Businesses in Partnership with Management

Overview

Highland Rim Capital is a private equity firm focused on partnering with proven management teams within established businesses throughout the United States. Our investment model, which targets the lower middle market, supports and assists management with growth initiatives and strategic and operational improvements. We believe our team's emphasis on maintaining the legacy and culture of the businesses in which we invest makes us an attractive partner for both business owners and management. Highland Rim Capital's principals have worked and invested together since 2008 and collectively executed or managed 39 platform acquisitions.

Investing Approach

Existing management maintains operational autonomy and is an equity owner alongside Highland Rim in all transactions. Our role as investors is to be supportive, not disruptive. Highland Rim provides strategic guidance in areas of growth, human capital, information technology, operations management and governance. Our investment structure offers owners flexibility to exit financially and operationally or to maintain some level of involvement post transaction.

Investment Parameters

Strong Management Teams – Highland Rim partners with internal managers who have a history of driving success in the businesses they operate and who desire participation in company ownership.

History of Profitability – We target businesses with strong cash flow dynamics while avoiding distressed situations and early stage ventures.

Targeted Company Size

- Revenue of \$10 – 100 million
- EBITDA of \$2.5- \$10 million
- Add-ons of Any Size

Preferred Transactions

- Family Succession
- Management Buyouts
- Corporate Divestitures
- Majority Control Recapitalizations
- Founder Transitions

Geography

- National with Focus on South and Midwest

Industries

- Light Manufacturing
- Value-add Distribution
- Business Services

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Current Investments



Associated Adjusters Network

Knoxville, TN
May 2024

Founded in 2005, Associated Adjusters Network (AAN) provides outsourced property and casualty insurance claims adjusting services for residential and commercial insurers. AAN manages the entire field claims adjuster process from claim notification and dispatch through final review and estimate, utilizing its nationwide network of claims adjusters. AAN is headquartered in Knoxville, Tennessee



I-Deal Optics

Troy, MI
May 2024

Founded in 1996, I-Deal Optics is a leading value-added distributor and designer of prescription eyewear and sunwear frames. I-Deal Optics sells its products to approximately 4,000 primarily private eyecare professionals nationwide, including optical shops, optometry and ophthalmology practices, sunglasses shops, medical clinics, and VA hospitals, among others. I-Deal is headquartered in Troy, Michigan.

Representative Experience



Value-add Distribution

- Distributor of Consumable Products to Hospitality Industries
Florida
- Distributor of Institutional Food Products
Louisiana
- Designer and Distributor of Office Furniture
North Carolina
- Designer and Distributor of Consumer Appliances
Florida
- Distributor of Irrigation and Landscaping Supplies
Colorado
- Distributor of Small Business Telecommunications Systems
Maryland
- Distributor of Winter Apparel
Missouri
- Distributor of Aftermarket Auto Parts
Texas
- Distributor of Air Guns and Accessories
Ohio
- Distributor of Physical Therapy Products
Minnesota
- Distributor and Fabricator of Conveyer Belts and Accessories
Georgia
- Distributor of Pipes Valves and Fitting
Arizona



Light Manufacturing

- Manufacturer of Control Systems for Water and Wastewater
Wisconsin
- Manufacturer of Commercial Shredders and Blowers
Wisconsin
- Manufacturer of Water Soluble Paper for Specialty Applications
New York
- Manufacturer of Automotive Lifts
Kentucky
- Manufacturer of Specialty Paper for Medical Testing
South Carolina
- Manufacturer of Material Handling and Packaging Equipment
Kansas
- Manufacturer of Medical and Industrial Temperature Measurement Components
California
- Manufacturer of Custom Performance Boat Trailers
Florida
- Manufacturer of Boiler Tubes
Georgia
- Manufacturer of Commercial Sanitizing Equipment for Food Handling
Florida
- Manufacturer of Aerospace and Defense Electronic Components
Massachusetts
- Manufacturer of Specialty Transformers
Illinois
- Manufacturer of Institutional Athletic Equipment
Indiana
- Manufacturer of Lab Model Housing
Maryland
- Manufacturer of Industrial Replacement Gears and Gearboxes
South Carolina
- Manufacturer of Promotional Products
Pennsylvania



Business Services

- Specialty Transportation Services Provider
Massachusetts
- Aerospace Component Repair Company
Arizona
- Aerospace Design and Engineering Firm
Minnesota
- Architectural Restoration Services Provider
Missouri
- Janitorial Services Provider
Kansas
- Installer and Integrator of Audio and Video Equipment
Virginia
- Fire Safety and Inspections Services Provider
Kentucky
- Tradeshaw and Special Events Management Services Provider
Georgia
- Healthcare Staffing Provider
New Hampshire

