

# BRIDGE

## About Bridge

Founded in 2003, Bridge Industries has successfully acquired and grown engineered product manufacturers using a patient, long-term growth strategy. We work closely with management teams to develop a strategic framework for increasing organic growth and targeted acquisitions. We invest in and support our people, and firmly believe that they are our most valuable asset. Our businesses do not become part of a massive portfolio with a committee making decisions about future investment or a sale. We often work with founding families or entrepreneurs who seek a partner to maintain and extend their strong company reputation. We were formed to "Bridge" a seller to their next phase, which may include transitioning to retirement, family succession, or simply de-risking and liquidity.

## Investment Criteria

- Sales: \$10-100M
- Operating income: 10% or higher
- Equity investment up to \$15M
  - above \$15M with institutional partners

### Industries



Manufacturing



Controls



Energy



Renewables



Heavy Equipment



Fluid Power



Aerospace/Defense

### Partner Companies



Acquired in 2013 - Engineered Systems for Liquids Processing, Storage, and Handling

#### TransTech add-ons:

2014



2020



2020



2021



Acquired in 2021 – industrial service/repair/installation of piping, vessels, heat exchangers, etc.

### Past Partners



## Bridge Differentiators

- Holding company structure with long term growth objective and no outside limited partners dictating hold periods and strategy
- Experienced management team with decades of manufacturing knowledge operating in close partnership with portfolio companies
- Good partner for family business transitions, management team buyouts, or corporate divestitures needing support structure without high overhead



## Acquisition Process

- Quick and efficient acquisition process
- Management team equity and options
- Partnership to develop and implement strategic plan
- Hands-on approach working with management
- Work closely with brokers and bankers



## Partner Company Characteristics

- Engineered component companies in industries with high market barriers
- Proprietary product, process, or materials
- Fragmented industry — global opportunities
- Diverse customer base
- Strong management team
- History of internal growth

Jeff Berlin  
jb@bridgeind.com  
(216) 509-7773

Joel Falck  
jfalck@bridgeind.com  
(216) 408-7469

David Mariano  
dmariano@bridgeind.com  
(216) 233-3217