

# Barry-Wehmiller

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## Barry-Wehmiller Group Accelerates Acquisition Efforts with Addition of Business Development Executive



ST. LOUIS, Mo. — May 1, 2013—Barry-Wehmiller Group announced its intent to broaden its platforms by appointing Jeffrey D. Giles to the firm's newly-created Director of Corporate Development position. Giles brings 10+ years of private equity and corporate business development experience to the role designed to increase Barry-Wehmiller Group's engagement in platform acquisition activities.

Barry-Wehmiller Group is the holding company for Barry-Wehmiller Companies, Inc., a group of capital equipment and engineering consulting companies represented by nine operating divisions, and Forsyth Capital Investors, LLC, a hybrid equity firm focused on investing and partnering with middle-market companies. Barry-Wehmiller has a significant history of growing through acquisitions, having completed 70 since the 1980s. In fiscal year 2012, the firm surpassed \$1.6 billion in revenue and grew to nearly 7,000 team members worldwide.

"Barry-Wehmiller has the value drivers, capital strength, and corporate disciplines to continue to grow through acquisitions," said Bob Chapman, Chairman and CEO of Barry-Wehmiller Companies. "Jeff's appointment to the team offers us greater capability to identify enterprises poised to flourish within Barry-Wehmiller's successful business and people-centric culture model. We're excited to have him help us achieve our vision of a global organization that creates value for all stakeholders."

Tim Sullivan, Barry-Wehmiller Group President, called Giles appointment "an exciting next chapter for our growing organization. Jeff's acumen and leadership will be instrumental in taking our acquisition success to another level. We're excited about the possibilities that lie ahead."

"With Forsyth Capital's rapid increase in growth, the need for a dedicated resource for both add-on acquisition efforts and new platform searches has become clear, and Jeff's deep and successful experience in these acquisition-related activities will undoubtedly drive positive results," commented Kyle Chapman, Managing Director of Forsyth Capital Investors. "We are pleased to welcome Jeff to the team and look forward to the growth this dedicated focus will yield."

"I'm excited to work with the senior leadership at Barry-Wehmiller and Forsyth Capital to enhance their respective acquisition efforts and increase awareness of their unique programs to prospective acquisition targets," Giles said. "The distinctive culture and operational value drivers they possess are what sold me on the opportunity and will go a long way in furthering the firms' growth through acquisitions."

Prior to joining Barry-Wehmiller Group, Giles enjoyed successful tenures with Bertram Capital Management, a San Mateo, California-based private equity firm with \$850 million in capital under management, and two different divisions of Emerson Electric in St. Louis. Giles earned a BS in Business from Wake Forest University and an MBA from Washington University.

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## ABOUT BARRY-WEHMILLER GROUP

**Barry-Wehmiller Companies, Inc.** is a diversified global supplier of engineering consulting and manufacturing technology solutions in packaging, corrugating and paper converting across a broad spectrum of industries. Barry-Wehmiller's balanced approach to the market is made possible through nine interactive divisions: **Accraply, Inc.**, a leading manufacturer of automatic labeling and label converting and finishing systems; **Barry-Wehmiller Design Group, Inc.**, a premier supplier of manufacturing automation, facility design, and other engineering consulting services; **Barry-Wehmiller International Resources (BWIR)**, a global provider of business and technology solutions to the mid-market manufacturing domain; **FleetwoodGoldcoWyard, Inc.**, a leading producer and supplier of automated can end and product handling equipment, advanced conveyance technology, palletizers, depalletizers, and process equipment; **HayssenSandiacre**, a form/fill/seal technologies and services leader for more than 100 years; **MarquipWardUnited, Inc.**, a leading manufacturer of equipment for the corrugated and folded carton industries; **Paper Converting Machine Company (PCMC)**, providing high-performance converting machinery for the global tissue, nonwovens, package printing, and envelope manufacturing industries; **PneumaticScaleAngelus**, a global provider for filling, capping, can seaming, labeling, centrifugation, orienter and wet case detectors; and **Thiele Technologies, Inc.**, a leading producer of placing, feeding, bagging, cartoning, case packing, robotic, premade bag and pouch, and palletizing equipment. For more information, visit [www.barry-wehmiller.com](http://www.barry-wehmiller.com).

**Forsyth Capital Investors, LLC** is a St. Louis-based investment firm focused on making long-term investments in middle-market companies operating in the capital equipment and component manufacturing and insurance services sectors. Forsyth Capital's investment approach offers a balanced blend of private equity fundamentals and significant operational expertise made possible by its strategic relationship with Barry-Wehmiller Companies, Inc., a diversified capital equipment manufacturer. Because of its unique relationship with an active operating company, Forsyth Capital Investors offers many of the value-added resources of a strategic partner, while maintaining the entrepreneurial spirit and autonomy of the portfolio company's leadership team. For more information, visit [www.forsythcapital.com](http://www.forsythcapital.com).

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