

BUILDING GREAT BUSINESSES THROUGH PEOPLE

BW Forsyth Partners (Forsyth) is a St. Louis-based investment firm with a perpetual investment horizon and permanent capital base. Forsyth focuses on acquiring and building enduring businesses through a people-centric approach to culture, programmatic acquisitions and operational strategy deployment.



BUSINESS MODELS

Highly-engineered equipment
Consumables and associated services
Professional services



CRITERIA

\$1-20MM EBITDA (no minimum for add-ons)
North America and Europe
Preference for founder and family-owned businesses
Controlling interest (51% or more)

CURRENT PORTFOLIO & ADD-ON FOCUS



Equipment, products and services to underground (pipes, sewers) and above ground (bridges, roads, tunnels, buildings) infrastructure applications



Manufacturing processing equipment for printing, packaging, converting and other industrial applications



COR PARTNERS

Insurance services for the Property and Casualty market, including loss adjusting and TPA services, forensic consulting and expert/technical advisory services and other post-loss outsourcing solutions



Process automation equipment and design services for medical device manufacturers; Full-scale automation and integration systems serving the broader life science industry

CURRENT NEW PLATFORM FOCUS (NON-EXHAUSTIVE)

HIGHLY-ENGINEERED EQUIPMENT & CONSUMABLES

- **AIR PURIFICATION EQUIPMENT**
Industrial air purification equipment (filtration, ionization or other technologies)
- **FOOD PROCESSING EQUIPMENT**
Secondary and further processing equipment serving the protein, bakery, dairy, produce and dry food markets
- **FLOW CONTROL EQUIPMENT**
Engineered valves that control the flow and pressure of liquids, gases, slurries and products within systems across a variety of end-markets
- **LIFE SCIENCE EQUIPMENT & CONSUMABLES**
Instrumentation and consumables products for use in various life science applications (e.g., flow cytometry, filtration and separation technology, reagents, antibodies, single-use disposables)
- **WATER TREATMENT EQUIPMENT**
Water and wastewater treatment equipment products and services for the industrial, municipal and recreational end-markets

PROFESSIONAL SERVICES

- **CIVIL/STRUCTURAL ENGINEERING SERVICES**
Infrastructure engineering/consulting for transportation, water, utilities, environmental and community infrastructure
- **INSURANCE SERVICES**
Managing general agents (MGAs), managing general underwriters (MGU), warranty (home, auto, other) and claims management (property and casualty, workers compensation) services to the insurance industry
- **DISPUTE RESOLUTION SERVICES**
Consulting groups providing legal, arbitration and dispute resolution services
- **LAB TESTING SERVICES**
Local labs providing test, inspection, certification and compliance services to food and beverage, life sciences, consumer and industrial end-markets

WHAT OUR BUSINESS PARTNERS SAY



“My experience working with the team at Forsyth has been exceptional. Having worked with traditional private equity owners for the previous 10 years, *the difference with BWFP is striking.*”

—Brad Schmidgall
CEO & FORMER OWNER



“Our decade-long partnership with Forsyth has been integral to the growth and prosperity we have experienced. *They are ‘partners’ in the truest and best sense of the word.*”

—John Quinn
CEO & FORMER OWNER



“I’ve been truly impressed by how Forsyth understands how family businesses function. It truly has been a pleasure working with the team. Their *long-term focus, strategy and commitment to develop people*, are the biggest reasons I made the decision to partner with them.”

—Jamie Wegner
PRESIDENT & FORMER OWNER



“*Joining the Forsyth Team continues to prove itself the right decision.* Whether we have looked for support in our sales expansion, supply chain reviews, continuous improvement goals, or operations; Forsyth has brought shared ideas and synergies to the table.”

—Sean Hargett
PRESIDENT & FORMER OWNER