

Long-term equity partners

Investing in management teams



"We strive to maintain the highest personal and corporate ethics through honesty, fair dealing and constant thoughtfulness in all of our interactions."
~ Michael G. Fisch, President & CEO

We invest in partnership

American Securities is a leader in middle-market private equity with one of the most consistent track records in the industry. Our goal is to build upon the profitable heritage of companies in which we invest in order to create world-class enterprises. We accomplish this by providing our management partners with operational support to facilitate the execution of long-term growth strategies. American Securities has cumulative committed capital of over \$8 billion. We invest in companies with revenues ranging from \$200 million to \$2 billion.

American Securities adheres to a proven investment philosophy

- We partner with experienced management teams motivated by equity ownership in their businesses.
- We prudently capitalize our investments with only senior debt and equity.
- We work diligently with management to be a value-added partner and have established the American Securities Resources Group to help management teams implement their strategies.
- We do not focus on exit strategies when making investments, nor attempt market timing.

Our unique capital base allows us to be long-term investors. **We can hold investments for as long as 25 years.** This extended investment horizon allows us to focus on strengthening a business and positioning it to grow through all economic cycles.

The Resources Group advantage

American Securities attracts and retains one of the best investment teams in the middle-market private equity industry. We recruit all of our professionals from top-tier educational institutions and business firms. We invest significantly in training and development and our approach to talent management is proven by our firm's low turnover.

Over a decade ago, we created the American Securities Resources Group, a distinctive corps of accomplished professionals who complement the skills of our Investment Team.

The Resources

Group is comprised of approximately two dozen full-time American Securities professionals who are world-class functional experts in areas such as operations, strategy, information technology, human capital, Asia Pacific strategy and sourcing, pricing, and media relations. These experienced professionals are available upon request by portfolio company management teams and CEO's, without charge. They contribute to the overall success of American Securities' investments by helping drive key portfolio company business initiatives.





Our CEOs are our best references

"We were in the throes of moving into China but we couldn't justify the investment. Finally the Board, led by American Securities, said, "Let's just go and get it done. We'll allocate the funds because it is important for the long-term." ~ Bill Kelly, CEO, Unifrax

"American Securities has a very, very focused set of values which are consistent with the values that we have and that made it hand-in-glove in terms of working together to build and develop the transaction." ~ Bill Redmond, President & CEO, General Chemical Corporation and GT Technologies, Inc.

"American Securities lets us run our business, and when we need help we raise our hand and they are there for us. I think that has been a big, big advantage." ~ Debbie Honkus, CEO, NEP Broadcasting



Please visit our website at www.american-securities.com to hear from some of our company CEOs (pictured above) about working with American Securities.

American Securities at a glance

History

- Successful track record of investing in middle-market companies
- Founded in 1947 as the family office of William Rosenwald, an heir to the fortune created by Sears, Roebuck & Co.
- In the late 1980s, transitioned from family office into a third-party investment management firm capitalizing on relationships developed with wealthy families as well as select institutions
- In 1994, American Securities formalized its private equity activity to include third party investors

Numbers

- 23 investment professionals in the U.S.
- 19 Resources Group professionals
- 15 professionals in Shanghai
- Investments are funded from more than \$8 billion in committed capital
- 38 stand-alone portfolio companies over past 17 years and numerous add-on acquisitions
- 22 current portfolio companies
- Nearly \$7 billion combined revenue of current portfolio companies
- More than 18,000 employees located in 12 countries

Types of Investors

- Entrepreneurs and wealthy families
- Endowments and foundations
- Select U.S. and global institutions

Industries

- Consumer
 - General Consumer
 - Restaurants
- Healthcare
- Industrial
 - General Industrial
 - Aerospace & Defense
 - Agriculture
 - Environmental/Recycling
 - Paper & Packaging
 - Power & Energy
 - Specialty Chemicals
- Services, Information & Media

Affiliate Funds

- American Securities Opportunities Fund (companies in financial distress and debt securities trading at discounted levels)
- ICV Partners (lower middle-market private equity)

Our Companies

Current Investments

- Advanced Drainage Systems
- Arizona Chemicals
- Delphi Midstream Partners
- Fairmount Minerals
- FiberMark
- General Chemical
- Global Tel*Link
- GT Technologies
- Healthy Directions
- Lakeside Energy
- Liberty Tire Recycling
- NEP Broadcasting
- Oreck Corporation
- PDM Bridge
- Potbelly Sandwich Works
- Presidio
- Robertson Fuel Systems
- SpecialtyCare
- Unifrax Corporation
- Unison Site Management
- United Central Industrial Supply
- Westward

Previous Investments

- Anthony International
- Cambridge International
- Caribbean Restaurants
- Community Pacific Broadcasting
- CTB International
- Dr. Leonard's Healthcare
- El Pollo Loco
- Ketema
- MECS
- Miltex Instrument Company
- MVE
- Press Ganey Associates
- Primary Energy Ventures
- TNP Enterprises
- VUTEk
- Weasler Engineering

Contact Us

For more information, please contact us at www.american-securities.com or the relevant office:

New York Headquarters

American Securities
299 Park Avenue
34th Floor
New York, NY 10171-4011
Main Phone: (212) 476-8000
Main Fax: (212) 697-5524

China Office

American Securities Shanghai Consulting
China Insurance Building
166 Lujiazui Road East, Suite 2008
Shanghai 200120, China
Main Phone: +86 (21) 6841-9779
Main Fax: +86 (21) 6841-9154