

Potential Acquisitions



High Priority M&A Targets

Segment	Company	Description	Overview
Industrial Fans	BATTERSON	Manufacturer and distributor of industrial fans for horticulture and food processing end markets	Location: Blythewood, SC Revenue: ~\$42M
	Red Bull Fans	Manufacturer of custom engineered industrial fans	Location: Zelienople, PA Revenue: ~\$61M
	SCHAEFER	Manufacturer of ventilation equipment for agricultural and horticulture markets	Location: Sisk Rapids, MN Revenue: ~\$17M
OEM & Niche Manufacturing	Alliance	Manufacturer of highly customized HVACR equipment	Location: San Diego, CA Revenue: ~\$6M
	SULLAIR	Manufacturer of portable and stationary rotary air compressors	Location: Michigan City, IN Revenue: ~\$256M
Wholesale Trade	PRESTON PHIPPS	Provider of air and ventilation products for commercial & industrial end markets in Canada	Location: Montreal, QC Revenue: ~\$26M

- ✓ Expanded product offerings and access to fast-growing end markets
 - ✓ Technical & manufacturing capabilities that can be leveraged across Talawanda
 - ✓ Margin enhancement opportunities through economies of scope/scale
- ✓ Increase exposure to aftermarket and gain new service mixes
 - ✓ Cost synergies and increased Midwest reach after transformational acquisition
 - ✓ Streamline supply chain with extensive distribution network
- ✓ Increased international presence
 - ✓ Streamline supply chain through vertical integration

Investment Banking Case Competition

Clemens Wendtner



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