



Hamilton Robison Capital Partners

"With all due respect sir, I believe this is going to be our finest hour."
-Gene Krantz, Apollo 13, NASA, Chief Flight Director

There's no doubt that these are unsettling and unnerving times with so much uncertainty and heightened risk levels weighing on your mind. **No two companies are the same**; some are scrambling with sharp declines in their business while others are seeing new business opportunities. **Knowing you and your clients are not alone** in this fight goes a long way. A few facts from the National Center for the Middle Market:

- Net percentage point change in sales performance has dropped 46% as of March 31st
- 70% of middle market executives are planning to pull back on growth initiatives and 66% are delaying capital spending
- Four out of five companies believe they will be able to operate at full capacity in 6 months or less

At Hamilton Robison, we believe when the chips are down no one can match the creativity, innovation and problem-solving capabilities of US industry. We have been partnering with dynamic, lower middle market, founder and family-owned companies for over 35 years. Our first step during this pandemic was to launch weekly **"Town Hall" meetings with our management teams to address their most urgent issues**: where to find PPE, safety protocols to ensure the essential people are coming to work, how to maintain payroll and conserve cash, supply chain vulnerabilities and how to identify and act upon new, emerging opportunities.

We partner with several companies that are on the front lines battling this crisis. American Roller is producing parts critical for the manufacturing of non-woven materials used for face masks. Horizon Bradco services many of the largest supermarkets across the US, helping to ensure a safe and reliable food supply is maintained. We are familiar with the issues and problems that your business confronts during these challenging times, and we know smart choices today result in success tomorrow. **If you have clients looking to increase their opportunities and reduce their risk**, please feel free to contact us at any time at 203-602-0011 or email below

We look forward to better times ahead and wish you all the best!

Sincerely,

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ABOUT HAMILTON ROBINSON

Hamilton Robison Capital Partners is a lower-middle market private equity firm focused on making control investments in North American-based commercial service, distribution, specialty industrial manufacturing, and industrial technology businesses. Founded in 1984 and based in Stamford, CT, HRCP has completed over \$1.6 billion in transactions supporting over 55 family businesses and corporate divestitures. Investors include leading financial institutions, fund of funds, family offices, and individuals in the United States and Europe. For more information, visit www.hrco.com.

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