



## In This Issue:

- Mason Wells Announces Acquisition
- Coating Excellence Acquisition Announced

## Portfolio Company Updates:

- Coating Excellence International, LLC
- The Oilgear Company
- Premix, Inc.

## Mason Wells Announces Acquisition

**PDS Prime Distribution Services, Inc.** Mason Wells announced that it has partnered with Mark Holden, Jerry Linzey, and Rich Mitchell (the "Industry Executives") to build a diversified Third Party Logistics ("3PL") company. The platform's investment strategy will focus on companies providing asset-light logistics services including warehousing, transportation management, freight forwarding, and other services.

Mason Wells and the Industry Executives also announced the successful investment in Prime Distribution Services, Inc. ("PDS"), the first investment of the new 3PL platform. The Company, founded in 1990, is a leading provider of freight consolidation and warehousing services for vendors of non-perishable food products and other consumer products to large retailers. PDS stores and consolidates less-than-truckload (LTL) shipments from approximately 200 customers and ships full truckload quantities to the retailers' distribution centers. As a result, retailers realize fewer stock-outs, increased delivery frequency,

lower inventory carrying costs, and reduced freight costs while vendors streamline their transportation management and minimize costly LTL shipments. Additionally, PDS offers temperature-controlled warehousing, transportation management, packaging and handling, and other value-added logistics services.

PDS has a national presence, operating three facilities (two million sq. ft.) located near Indianapolis, Indiana; Mesquite, Texas; and Stockton, California. Mason Wells and the Industry Executives will look to build upon the PDS platform through the diversification of the Company's geographic presence and 3PL service offerings organically and via add-on acquisitions.

Mason Wells, the Industry Executives, and the existing owners of PDS, Ron Caldwell and Rex Delay, own PDS through a holding company. The Industry Executives previously held positions with American Commercial Lines, Inc., Wabash National Corporation, and United Parcel Service.

## Coating Excellence Acquisition Announced

**Coating Excellence International** Mason Wells' portfolio company Coating Excellence International, LLC (CEI) announced an agreement with Packaging Dynamics Corporation and its International Converter business to acquire certain assets.

This acquisition will result in CEI expanding its business of manufacturing ream wrap and paint masking products, which are among the core product lines within CEI's Converted Products division.

Coating Excellence will acquire equipment, inventory, and customer contracts from International Converter and immediately assume production for and sales to International Converter's ream wrap and paint masking customers.

The acquisition by CEI is expected to be highly accretive to CEI's earnings as the incremental volume from the acquired products will be manufactured on the Company's existing high speed equipment and more fully utilize available production capacity.

For previous editions visit: [www.masonwells.com](http://www.masonwells.com)

## Portfolio Company Updates

**Oilgear** The Oilgear Company has been selected to provide PVV-540 hydraulic pumps for the new CVN-78 aircraft carrier, the USS Gerald R. Ford. The PVV-540 pump will be part of the hydraulic aircraft elevator system. The first ship of its class, the CVN-78 will eventually replace the existing Nimitz class aircraft carriers.

Oilgear pumps were chosen for the application because of the U.S. Navy's requirements for a durable, compact, high horsepower pump. The Oilgear compact/high horsepower design allowed the U.S. Navy to reduce the size and number of pumps used in the application. The USS Gerald R. Ford is scheduled to be commissioned in 2015.

**PREMIX** Premix, Inc., based in North Kingsville, Ohio, recently marked its 50th year in business. Plans are underway to roll out a pair of new materials for the renewable energy, aerospace, and military industries later this year. The Company will also begin operating a major new molding machine this month. The new compression molding press, Premix's 49th press overall, will make fiberglass doors and renewable products.



**Coating Excellence International**

Coating Excellence International (CEI)

continues to receive numerous awards. Most recently CEI received the American Institute of Baking (AIB) Superior Rating for the second year in a row. AIB evaluates the adequacy of food safety programs, management systems, pest control programs, operational methods, personnel practices, maintenance for food safety, and cleaning practices in its rating process.

Coating Excellence received numerous awards at the recent National Environmental, Health & Safety Conference in Indianapolis, Indiana. CEI was selected as the recipient of the 9th Annual Flexographic Technical Association (FTA) Environmental Excellence Award. The award recognizes that CEI provides environmental and economic benefits, and also demonstrates CEI's leadership in manufacturing sustainable products. CEI was also awarded a Technical Innovation Award by FTA for its SuperTube woven bag packaging of pet food products.

Coating Excellence International was recognized for the second year in a row as one of the Top 25 Converters in the nation by the Flexible Packaging Association.

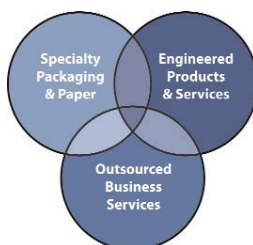
### Investment Criteria

Mason Wells is a leading private equity firm with over \$500 million under management. For 25 years the principals of Mason Wells have been successfully investing in Midwest-based middle-market companies.

**FINANCIAL SIZE**

- Company Revenue: \$25 - \$250 Million
- EBITDA: \$5 - \$30 Million

**TARGETED INDUSTRIES**



**HEADQUARTERED IN MIDWEST REGION**



**TYPES OF TRANSACTIONS**

- Buyout of Family-Owned Business
- Owner Recapitalization
- Buyout of Non-Core Corporate Division
- Buyout of a Public Company