

WE ARE HERE TO INVEST...

“We are here to invest in companies that we believe can succeed, companies with both management teams and purposes that we can wholeheartedly embrace, companies that will be fun to work with as we build, and companies of which we will be justly proud when we succeed.”

John Hay Whitney, Founder

February 1946

[Limited Partner Login](#)

A Rich History of Investing

Partnering with Consumer, Healthcare, and Specialty Manufacturing Businesses Since 1946

Consumer

Consumer Products,
Brands, and Packaging

Recent Investments

Healthcare

Healthcare Services,
Products, and
Distribution

Recent Investments

Specialty Manufacturing

Niche Manufacturing and
Specialty Services

Recent Investments

About Us

J.H. Whitney, established in 1946 by the industrialist and philanthropist, John Hay “Jock” Whitney, was one of the first U.S. private equity firms and is often credited with pioneering the development of the private equity industry. Today, J.H. Whitney is a leader in the private equity industry, having invested in over 400 companies since formation and currently manages approximately \$1.0 billion in private capital. J.H. Whitney remains privately owned by its investing professionals and our main activity is to provide private equity capital to small and middle market companies with strong growth prospects in a number of industries including consumer, healthcare, specialty manufacturing, and business services. We are currently investing from our seventh private equity fund whose investors include leading foundations, universities, pension funds and other institutions.

History:

Founded as one of the country’s first private equity firms in 1946 by John Hay “Jock” Whitney, J.H. Whitney was formed with the objective of providing capital and professional assistance to entrepreneurs growing companies and reshaping industries. J.H. Whitney’s rich history of success in small and middle market investing began with the nation’s first post-World War II leveraged buyout, Spencer Chemicals, by converting a munitions plant into a fertilizer facility. Shortly thereafter, J.H. Whitney introduced the world to Minute Maid Orange Juice, a product in part developed in the kitchen of J.H. Whitney’s original Rockefeller Center, New York offices.

performance.

The Firm's early success in the 1940s with private equity investing led other prominent families to fund private equity activities in the ensuing years. Over the succeeding several decades, new and existing private equity firms received significant amounts of investment capital from leading foundations, universities and institutions. J.H. Whitney pursued a similar model in 1990 when we raised our first private partnership apart from the Whitney family. Today, J.H. Whitney is investing its seventh outside private equity fund and continues to attract its capital from leading foundations, universities, pension funds and other institutions.

J.H. Whitney's Focus and Market Niche:

We invest principally in small and middle market buyouts and recapitalizations of growth-oriented companies based in the U.S. This investment focus has guided our activities for decades, and we believe our dedication to this market niche enhances our ability to generate superior risk-adjusted returns for our investors.

We are guided by the parameters outlined below.

- Target Company Revenue: \$50 million to \$500 million
- Target Transaction Size: \$50 million to \$500 million
- Target Equity Investment: \$25 million to \$200 million

As we pursue investment opportunities, we may discover attractive companies that are either above or below one or more of the ranges listed above. For example, many attractive, growth-oriented companies are under \$50 million in revenue, but their strong cash flows, profit margins and growth prospects typically lead to transaction sizes and equity investments for J.H. Whitney within the ranges shown above.

Investment Model:

We seek companies that have attractive long term growth and profitability characteristics. Educated by the successes and challenges of our prior investments, we have established several important practices that have enabled us to consistently generate top quartile returns for our investors.

- We use debt capital to enhance but not drive our investment returns. We are focused on long-term equity value creation through growth of cash flow instead of financial engineering. This approach ensures that our companies have ample financial and operating flexibility to pursue growth opportunities and, thereby, sustainable equity value creation.
- We believe that equity value is built through active post-investment leadership. Though we are highly involved investors and board members at each of our companies, we are not operators. We believe we can be most effective as investors when we have the ability to provide leadership to our companies through board representation and close working relationships with our management teams.
- We dedicate substantial resources to every investment. Our prudent investment pace and relatively small portfolio ensures careful oversight and proper checks and balances throughout our investment cycle.

Our Team

Paul R. Sigurd

Prior to joining Whitney, Paul was a member of the Mergers & Acquisitions group at Goldman, Sachs & Co. He received his M.B.A. from Stanford University Graduate School of Business and holds a B.B.A. from the University of Michigan where he graduated Phi Beta Kappa with High Distinction.

Robert M. Williams, Jr.

Prior to joining Whitney, Bob was a partner at Duff & Phelps and prior to that, a member of the Financial Advisory Services Group at CIBC. Bob completed the credit training program at The Bank of New York. He received an M.B.A. from Columbia University and holds a B.A. from Bucknell University.

David J. Zatlukal

David is responsible for accounting, finance and investor relations functions. He also works on deal diligence, structuring and supports portfolio companies post-close. Prior to J.H. Whitney, he worked at a venture sponsored organization, a publicly held interactive media and advertising firm, and prior to that at PwC. David holds a B.B.A. with high honors from St. Bonaventure University and is a Certified Public Accountant.

Shaneel D. Patel

Prior to joining Whitney, Shaneel worked as an investment professional on the Co-Investment team at Hamilton Lane. He graduated from the University of Virginia with a B.S. in Commerce and a B.A. in Economics.

Aaron R. Pomeroy

Prior to joining Whitney, Aaron worked as an investment banker in Mergers & Acquisitions at Harris Williams & Co. He graduated from Babson College with a B.S. in Business Administration and a concentration in Computational and Mathematical Finance.

Jesse T. Zhou

Prior to joining Whitney, Jesse was an investment professional at Saola Capital Management and CCMP Capital Advisors. He graduated from the Wharton School of the University of Pennsylvania with a B.Sc. in Economics.

Prior to joining Whitney, Kevin was a Partner at Morgan Lewis & Bockius, LLP, and prior to that at Lord Day & Lord, Barrett Smith. Kevin is a graduate of the College of the Holy Cross, B.A. and Columbia Law School, J.D.

Daniel J. O'Brien – Advisor

Over Dan’s 25-year career with Whitney, he has provided financial management and operating advice including due diligence and Board oversight to portfolio companies in a variety of industries. Prior to joining Whitney, Dan was a Partner and National Chairman of the Emerging Business Services Practice at PricewaterhouseCoopers LLP. He is a Certified Public Accountant and has a B.S. degree from Fordham University.

Current & Certain Former Portfolio Companies



3B Scientific manufactures and distributes healthcare related anatomical and biological teaching aids.



Accupac provides contract manufacturing services for Consumer Packaged Goods companies.



Aarrowcast manufacturers ductile and austempered ductile iron castings. Aarrowcast is no longer a portfolio company of J.H. Whitney.



Autosplice manufactures specialty connectors for industrial and automotive OEMs.



Aveanna provides pediatric home healthcare services.



Cabi provides direct sales marketing of designer



Caris provides anatomic pathology, molecular



CJ Foods provides custom manufacturing services to



CPG International provides building products in the residential, commercial, and industrial markets. CPG is no longer a portfolio company of J.H. Whitney.



Confluence designs, manufactures, and markets kayaks, canoes, and paddlesports accessories.



Encanto is Puerto Rico's largest franchisee of the Kentucky Fried Chicken, Taco Bell and Pizza Hut brands. Encanto is no longer a portfolio company of J.H. Whitney.



Firebirds Wood Fired Grill is an American polished-casual restaurant group



FNF provides heavy-civil construction and infrastructure services in the southwest U.S.



Igloo manufactures insulated coolers and leisure consumer products. Igloo is no longer a portfolio company of J.H. Whitney.



Precision for Medicine provides specialty pharmaceutical services.



Pure Fishing manufactures and markets fishing equipment. Pure Fishing is no longer a portfolio company of J.H. Whitney.



RBC Bearings manufactures and markets highly engineered precision plain, roller and ball bearings. RBC is no longer a portfolio company of J.H. Whitney.



Southern Aluminum is a manufacturer of furniture and accessories for the hospitality and convention center industries.



Stevens provides precision parts and sub-assemblies to the commercial and military rotor-craft markets.



TIDI manufactures single use infection control products. Tidi is no longer a portfolio company of J.H. Whitney.



commercializes pharmaceutical products. UBC is no longer a portfolio company of J.H. Whitney.

healthcare support services for pharmaceutical companies. USB is no longer a portfolio company of J.H. Whitney.

Mexican restaurant group. Uncle Julio's is no longer a portfolio company of J.H. Whitney.

PET recycling services and fiber production. Wellman is no longer a portfolio company of J.H. Whitney.

Recent J.H. Whitney Updates

January 8, 2019

J.H. Whitney Acquires Firebirds International

[Full Story Here](#)

July 11, 2018

Premier Healthcare Services Acquired by Aveanna Healthcare

[Full Story Here](#)

March 30, 2018

J.H. Whitney Acquires Southern Aluminum

[Full Story Here](#)

December 21, 2017

[Full Story Here](#)

October 11, 2017

J.H. Whitney sells Uncle Julio's to L Catterton

[Full Story Here](#)

September 18, 2017

J.H. Whitney takes a majority stake in Accupac

[Full Story Here](#)

March 16, 2017

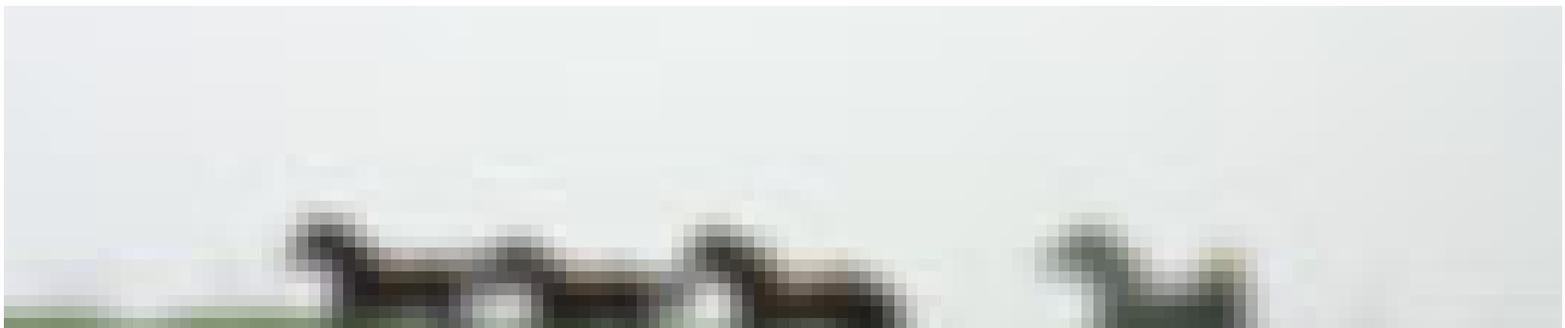
J.H. Whitney and Bain Capital create Aveanna Healthcare

[Full Story Here](#)

January 26, 2017

J.H. Whitney Invests in 3B Scientific

[Full Story Here](#)



Contact

For new investment opportunities please contact one of our investment professionals. For all other inquiries please contact us at our offices.

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Email: info@whitney.com

Address:

J.H. Whitney Capital Partners, LLC

130 Main Street

New Canaan, Connecticut 06840

Directions:

1. Merritt Parkway (15) Exit 37
2. Turn Left at the bottom of the off-ramp onto South Avenue, continue 1.9 miles.
3. Turn Right at the light onto Cherry Street, continue 1 block.
4. Turn Left onto Main Street, continue 1 block.
5. 130 Main Street is on your right (corner of Main Street & Burtis Avenue).
6. ***The entrance to Whitney is on Burtis Avenue.***
7. Metered parking is available directly across from the front of 130 Main Street.
8. The office is next to the Chase building above Kiklo

