

## Firm Overview

Carr's Hill Partners is a lower middle-market private equity firm that provides equity capital and expertise to industrial technology and services companies. Based in New Orleans, we invest throughout North America with a focus in the U.S. Gulf Coast region. Our team brings the experience and learnings from over 40 private investments, further supported by a cultivated network of both formal and informal partners and executives who are experts in their fields. We aim to provide much more than capital, bringing operational resources to help management partners develop into market leaders and create a foundation for exceptional growth.

## Why Partner with Carr's Hill?

### Hands-On Approach

We play an active role, and lead with our capabilities across operations, M&A, commercial relationships, and managerial topics

### Sector Expertise

With the experience of over 40 private investments, our team has a long history of investing in and supporting the growth of high-quality businesses throughout the industrial sector

### Strong Alignment

We treat entrepreneurs as partners and are personally invested in each opportunity, providing for great alignment of priorities with management equity holders

## Our Strategy

### Industrial Technology & Services

- Mission critical services that need to be carried out at regular intervals
- Asset-light, capital- efficient business models, ability to perform through cycles with low capex
- Highly engineered, differentiated products with strong technical features
- Add-on acquisitions of complementary services increases share of client wallet

### Lower Middle-Market

- Large universe of proven, small-cap companies with limited access to capital looking for a true partner
- Opportunity to bring sophistication and succession stability to otherwise great organizations
- Less competition for an abundance of overlooked and non-obvious businesses
- Niche, highly fragmented subsectors

## Investment Criteria

- **Sector Focus:** Industrial Technology & Services
- **EBITDA:** \$3M to \$15M
- **Equity Investment:** \$5M to \$30M
- **Geography:** Target the U.S. Gulf Coast, ability to invest throughout North America
- **Management:** Proven team with entrepreneurial spirit, willingness to reinvest into company's future
- **Transactions:** Recapitalizations, Buy & Builds, Corporate Divestitures, Management & Leveraged Buyouts

## Targeted End Markets

- Inspection, Testing & Measurement
- Process & Flow Control
- Industrial Automation
- Highly Engineered Products
- Environmental Services
- Transportation & Logistics Services
- Infrastructure Services
- Specialty Warehousing
- Equipment Rental
- Facility Services

## Carr's Hill Team

**H. David de Laureal**, *Managing Partner*  
(504) 334-8753  
[david@carrshillpartners.com](mailto:david@carrshillpartners.com)

**Travis Rachal**, *Head of Business Development*  
(504) 334-8754  
[travis@carrshillpartners.com](mailto:travis@carrshillpartners.com)

**Tyler Houin**, *Vice President*  
(504) 332-0901  
[tyler@carrshillpartners.com](mailto:tyler@carrshillpartners.com)

**Michael Gude**, *Associate*  
(504) 334-8741  
[michael@carrshillpartners.com](mailto:michael@carrshillpartners.com)

## Our Portfolio

We focus on lower middle-market industrial technology and services companies led by entrepreneurial managers, operate in sectors we know well with long-term growth trends, and provide opportunities for us to materially influence the trajectory of the business.

### Current

AXIS Industrial Services, LLC  
(Part of AXIS Industrial Holdings, Inc.)



Multi-craft industrial contractor specializing in scaffolding, insulation, painting, and other soft-crafts services to numerous petrochemical, midstream, refinery, and other processing facilities.

[www.axisindsvcs.com](http://www.axisindsvcs.com)

Travis Industries, LLC  
(Part of AXIS Industrial Holdings, Inc.)



Industrial painting & protective coatings specialist for a diverse set of midstream, power generation, manufacturing, and industrial customers throughout the U.S. Southwest region..

[www.travis-industries.com](http://www.travis-industries.com)

### Realized

Gates Fuel Services, LLC



Full-service provider of fuel and related services to the North American marine transportation sector.

[www.gatesfuelservices.com](http://www.gatesfuelservices.com)