

Firm Overview

Carr's Hill Partners is a lower middle-market private equity firm that provides capital and expertise to family & founder-owned companies in the Industrials & Business Services sectors. Based in New Orleans, we invest throughout North America with a focus on the southern United States. Our team brings the experience and learnings from over 50 private investments, further supported by a cultivated network of both formal and informal partners and executives who are experts in their fields. Our operating expertise, institutional capabilities, and network of executives provide management partners with 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 50 private investments, our team has a long history of investing in and supporting the growth of high-quality businesses throughout the Industrials & Business Services sectors.

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

Industrials & Business 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.
- Specialty products or services with strong technical features, providing opportunities for technology & innovation to drive growth.

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.
- Niche, highly fragmented subsectors.

Investment Criteria

- ◇ \$3M to \$15M EBITDA for new platforms, add-on acquisitions of any size
- ◇ Target the southern United States, ability to invest throughout North America
- ◇ Family, founder-owned companies, typically 1st institutional capital
- ◇ Control investments in management buyouts and recapitalizations
- ◇ Proven management teams, willingness to reinvest into the company
- ◇ Defensible barriers to entry, competitive business dynamics
- ◇ High cash flow generation with strong margins

Target Sectors

We target B2B companies in the Industrials & Business Services sectors

Industrials

- ◇ Automotive Aftermarket
- ◇ Engineered Products
- ◇ Industrial Automation & Technology
- ◇ Material Handling
- ◇ Niche Manufacturing
- ◇ Packaging
- ◇ Process, Flow, & Motion Control
- ◇ Robotics
- ◇ Value-Added Distribution

Business Services

- ◇ Environmental & Waste Services
- ◇ Equipment Rental
- ◇ Facility Services
- ◇ Fire, Life Safety & Security Services
- ◇ Infrastructure & Utility Services
- ◇ Marine, Road, & Rail Services
- ◇ Testing & Inspection
- ◇ Transportation & Logistics
- ◇ Water & Wastewater Services

Carr's Hill Team

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Our Portfolio

We focus on lower middle-market 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

Arrow Waste



Leading service-oriented roll-off container waste hauling business serving the broader Atlanta metropolitan area.

May 2022

Axis Industries



Industrial contractor specializing in scaffolding, coatings, and other soft-crafts services to petrochemical, power generation, midstream, refinery, and other processing facilities.

June 2020

Realized

Gates Fuel Services



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

January 2019