

Consumer Products and Services Deals for April 2018

Company Name	Description	Deal Synopsis
American Greetings	Designer, manufacturer and distributor of everyday, seasonal, and special-occasion greeting cards and other social expression products intended to make the world a more thoughtful and caring place. The company's social expression products offers various ephemera, including specialty cards and personalized cards for multiple occasions, gift wrap, stationery and gift-ware. It also provides multiple greeting-card applications for mobile devices, enabling customers to create expressions of happiness, laughter and love to help make everyday connections a little more meaningful.	The company was acquired by Clayton, Dubilier & Rice through an LBO on April 06, 2018, for an undisclosed sum. Clayton, Dubilier & Rice is contributing about \$200 million in preferred equity, the sources said, implying around \$330 million of total equity capitalization including the amount of the Weiss family's roll over. The company's existing capital structure includes a \$285 million term loan A due in 2022, which will be refinanced with the new loan, and a \$400 million high-yield bond that matures in 2025.
Bell Home Solutions	Provider of residential home environmental comfort and repair services. The company provides home remodelling, repair, heating, plumbing, electrical and utility maintenance, air conditioning and system installation services through its union-trained plumbers, electricians and heating/cooling technicians, to customers throughout the Denver Metro area.	The company received an undisclosed sum of development capital from Socius Capital on April, 6, 2018. Greg Palmer also participated in the transaction. The funding enables the company to recapitalize its operations and support its future growth and expansion.
Blueprint Test Preparation	Provider of Law School Admission Test (LSAT) preparation tutoring services. The company offers in-person, online courses, private tutoring, self-study materials and application consulting services, enabling students to benefit from the unique education-oriented content and latest adaptive learning technology to support their study plans.	The company was acquired by New Harbor Capital through an LBO on April 13, 2018 for an undisclosed sum. As a result of the transaction, the company received an undisclosed amount of debt financing from Deerpath Capital Management to support the deal. The acquisition will enable New Harbor Capital to heavily invest in their leading adaptive learning software and video production capabilities to create a family of groundbreaking products.

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California Splendor	Provider of frozen natural fruit ingredients. The company processes a variety of organic and conventional fruits especially strawberries for blue-chip customers in both the consumer packaged goods and foodservice sectors and are used as key ingredients in a variety of end-use applications including spreads and pies, individually quick frozen berries, smoothies and yogurts.	The company was acquired by Main Street and its management through a \$40.5 million LBO on April 3, 2018. Main Street also provided an undisclosed amount of senior secured term debt and a revolving credit facility to support its future growth initiatives and working capital needs.
Casa Dragones Tequila Company	Producer of small batch sipping tequilas. The company's tequilas include Casa Dragones Joven and Casa Dragones Blanco, a silver tequila in the ultra-premium category of the spirit, and maintains the nuanced elegance and subtleties that have earned praise from tequila aficionados, top sommeliers and renowned chefs for its distinctive taste, aroma and body that reflect the care and precision that go into its production.	The company was acquired by BDT Capital Partners through a \$62.5 million LBO on April 9, 2018.
Digital Products International	Provider of consumer electronic audio and video products. The company offers shelf music systems, personal CD players, home theater systems, televisions, AM/FM radios, digital audio devices and accessories under nine proprietary brands and private labels, enabling blue-chip brick-and-mortar retailers to, e-Commerce platforms, shopping networks and specialty electronic stores to receive competitively priced products.	The company received \$35.2 million of development capital from Main Street (NYSE:MAIN), its management and another undisclosed investor on April 5, 2018. The company was recapitalized as part of the transaction. Main Street (NYSE:MAIN) provided an undisclosed amount of first lien and term loan as part of the transaction.
Dynepic	Provider of a state-of-the-art open platform designed to share cloud content and connect toys. The company's open platform merges elements of child's play and technology, enabling children to interact with their toys in revolutionary and modern ways.	The company raised an undisclosed amount of development capital through a combination of debt and equity on April 17, 2018. Field Creek Capital and GP Ventures+ provided growth financing. A \$675,000 of convertible debt financing was provided by undisclosed lenders.

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Ellenos	Producer of yogurt and related products in the United States. The company's products are made with pure and pasteurized whole milk, natural fruits and toppings offering variety, enabling customers to have a fresh and delicious dessert as desired.	The company received \$18 million of development capital from Monogram Capital Partners on April 17, 2018. The funding will enable Ellenos to expand its distribution, introduce new products, and build on its strong brand awareness as a pioneering leader in the yogurt category.
Firm58	Provider of on-demand post-trade platform designed to offer a scalable and integrated platform for capital markets. The company's platform addresses specific needs such as billing and CSA-soft dollar programs and protects revenue by optimizing post-trade processes, enabling dealers to protect their revenue and increase client and trader satisfaction.	The company received an undisclosed amount of development capital from ESW Capital on April 1, 2018.
Fogo de Chão	Operator of Brazilian themed restaurants. The company's restaurants specialize in gaucho-style cooking and serve Brazilian Churrascaria roasted over open pits of fire.	The company (NASDAQ: FOGO) was acquired by Rhône Group through a \$560 million public-to-private LBO on April 05, 2018. The company (NASDAQ: FOGO) will receive an undisclosed amount of debt financing from Credit Suisse and Wells Fargo Securities as part of the transaction. The transaction will provide Fogo a significant opportunity to realize the highest value for its stockholders while providing the best path forward for the Fogo de Chão brand, employees and loyal customers.
Fresh Innovations	Processor of fresh sliced apples and other packaged fruits. The company offers conveniently packaged fresh fruits and vegetable products in both organic and conventional options to warehouse clubs, casual dining, entertainment, education and health care clients among other clients, ensuring healthy as well as tasty snacking options for all.	The company was acquired by Arable Capital Partners and Alpine Pacific Capital through an LBO on April 3, 2018 for an undisclosed amount. Arable is partnering with the Company's existing management team to expand operations.

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Golden Harvest (Wholesale Operations)	Wholesaler of fresh produce. The company engages in distributing fresh produce which is sourced from local farmers and food producers, enabling restaurants, schools, hotels and ships to receive the products at a competitive price with no minimum order requirements and delivery fee.	The company was acquired by Native Maine Produce & Specialty Foods, via its financial sponsors RLJ Equity Partners and SJ Partners, through an LBO on April 4, 2018 for an undisclosed sum.
Guideboat	Provider of an online platform intended to sell boating products and accessories. The company's platform offers crafted boats, men and women clothing, sweater and sweatshirts, knits and tees and also accessories essential for boating, enabling users to get a range of boats and related tools and accessories under one single platform.	The company received \$2 million of development capital from Decathlon Capital Partners on April 26, 2018. The company intends to use the new capital to further expand its digital centric infrastructure, grow customer acquisition and broaden distribution channels.
Hudson Automotive	Owner and operator of franchised auto dealerships in the United States. The company's dealerships offer a variety of vehicles and service from numerous manufacturers such as Honda, Nissan, Ford, Lincoln, Toyota, Hyundai, Volkswagen, and Lexus.	The company was acquired by Redwood Capital Investment through an LBO on April 2, 2018 for an undisclosed sum. Debt financing was provided by BBVA Compass Bank, Nissan Motor Acceptance, SunTrust Banks, Toyota Financial Services, United Bank (Charleston) and World Omni Financial.
Jade Learning	Provider of continuing education and training services. The company offers electrical code, electrical safety and security alarm education for electricians, electrical inspectors, electrical engineers and alarm professionals that are approved by licensing boards nationwide and specialize in correspondence and online courses.	The company was acquired by Frontenac through an LBO on April 2, 2018 for an undisclosed sum. Monroe Capital acted as sole lead arranger and administrative agent on the funding of a senior credit facility to support the acquisition of JADE Learning.

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Kraco Enterprises (Certain Assets)	Manufacturer and distributor of automotive appearance and fragrance products. The company's automotive appearance and performance products are disposable and easy-to-use as well as are offered in a wide range, enabling customers throughout North America to receive a product which is developed in a variety of to combat airborne bacteria and germs and freshens the environment.	Kraco Enterprises's air care operations were acquired by Niteo Products, via its financial sponsor Highlander Partners, through an LBO on April 2, 2018 for an undisclosed sum. This acquisition of the Kraco air care assets furthers Niteo's comprehensive automotive appearance and performance product offering and strengthens its complete car care lineup for wholesalers and retailers.
Lake Country Foods	Manufacturer and distributor of processed cocoa and malted milk. The company provides SQF (Safe Quality Food) certified blending, agglomeration and specialty packaging of powder for the food processing industry.	The company was acquired by Tipton Mills, via its financial sponsors Twain Financial Partners and Compass Group Equity Partners, through an LBO on April 17, 2018 for an undisclosed sum.
LifeFuels	Developer of a smart nutrition bottle designed to create personalized functional beverages. The company's bottle are hydration management product that creates custom drinks out of multi-serving FuelPods stored and dispensed from it's base, enabling users to track their hydration and nutrient consumption in real-time, receive personalized recommendations based on their activity and purchase FuelPods from a curated marketplace.	The company received an undisclosed amount of development capital from Keurig Green Mountain on April 12, 2018. The funding will accelerate commercialization and growth of the company's patented, award-winning, portable drink maker.
Mears Transportation	Provider of transport services in Orlando. The company's services include taxi, shuttle, luxury car and bus services which utilizes the on-demand ride-hailing application allowing passengers to request a variety of personal transportation options that are fulfilled by a network of contract drivers, enabling users to have access to a convenient, safe, fast and affordable mode of transportation.	The company received an undisclosed amount of development capital from Palm Beach Capital on April 4, 2018. The fund will allow the company to grow their business and expand its markets outside Central Florida.

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Re-Bath	Franchiser of residential bathroom remodeling services. The company enables residential and commercial customers to avail complete bathroom remodels, tub and shower updates, plus aging and accessibility services thus making the process effortless, convenient and affordable, all with professional, friendly installation at competitive costs by factory-trained installers.	The company received an undisclosed amount of development capital from Webster Capital, Sorenson Capital and Yukon Partners on April 4, 2018. Yukon Partners provided mezzanine financing for the transaction. The company was recapitalized as a part of the transaction.
SCA Performance	Supplier of modified light-duty trucks in Trussville, Alabama. The company receives new vehicles directly from the original equipment manufacturers, adds specialty packages and then sells the up-fitted vehicles, providing the truck dealers with premium design packages, high-quality installations and original equipment manufacturer warranty.	The company was acquired by Kinderhook Industries through an LBO on April 13, 2018 for an undisclosed sum. With this transaction The McSweeney family also invested in the company.
Trade (USA)	Retailer of craft coffee throughout the United States. The company specializes in the retailing of roasted and bagged coffee beans, through an online platform, enabling customers to shop for coffee and get freshly grind coffee delivered at their doorstep.	The company received an undisclosed amount of development capital from Launch and JAB Holding Company on April 5, 2018. The funding will be used to launch the company.
True Value	Retailer of hardware products. The company's retail stores sell home improvement products through franchisee deliver a compelling shopping experience and relevant product assortment in 58 countries with more than 4,000 retail locations and 13 regional distribution centers.	The company was acquired by ACON Investments through an LBO for an undisclosed amount on April 20, 2018. This significant investment allows True Value Company to accelerate its transformation, while unlocking vast potential to partner with current and prospective retailers as a more flexible supplier and service provider.
Vintage Wine Estates	Owner and operator of wine estates. The company is engaged in the production and distribution of wines and other related products in the United States and other North American countries.	The company received \$75 million of development capital from AGR Partners and Leslie Rudd Investment Company on April 12, 2018. The funding will be used to support future winery and brand acquisitions and expansion-related production efficiencies.

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Wheel Pros	Designer, manufacturer and distributor of aftermarket wheels and performance tires and related accessories primarily for light trucks and similar vehicles. The company's products include wheels, tires, and related accessories which are sold through 29 distribution centers and two internationally.	The company was acquired by Clearlake Capital Group, Jody Groce, Randy White and its management through an LBO on April 10, 2018 for an undisclosed sum.