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Deal Makers to be Honored at ACG Cleveland's 20th Annual Deal Maker Awards Event

CLEVELAND – December 7, 2015 – ACG Cleveland, Northeast Ohio's prestigious organization for merger and acquisition and corporate growth professionals, will recognize the winners of its 20th Annual ACG Cleveland Deal Maker Awards on Thursday, January 21, 2016 at 5:30 p.m. at the Cleveland Convention Center.

The Deal Maker Awards are a tribute to Northeast Ohio's leading corporate deal makers for their accomplishments in using acquisitions, divestitures, financings and other transactions to fuel sustainable growth. The 2016 Deal Maker Awards winners are:

The J. M. Smucker Company

The J. M. Smucker Company (JMS), traded on the NYSE under the symbol SJM, is a world leading marketer and manufacturer of consumer food and beverage products and pet food and pet snacks in North America. Among its leading brands are Smucker's, Folgers and Jif. Its ambitious acquisition and divestiture program has been key to its growth. Over the past two years, JMS acquired Big Heart Pet Brands and Sahale Snacks, Inc. Big Heart, a producer of premium pet food and pet snacks in the U.S., was a \$6 billion acquisition, providing JMS with a significant presence in the pet food and pet snacks category. As a result of this acquisition, the company plans to create an additional 400 jobs at its Orrville headquarters that will generate \$40 million in annual payroll. Sahale Snacks, a privately-held manufacturer of branded nut and fruit snacks, was an \$80.5 million acquisition. Additionally, JMS has entered into an agreement to sell its U.S. canned milk brands and operations to Eagle Family Foods Group, LLC.

Ferro Corporation

Ferro Corporation produces and sells specialty materials and chemicals through its three operating segments, including pigments, powders, and oxides; performance colors and glass; and performance coatings. During 2013 and 2014, Ferro aggressively restructured its business from nine business units to three. It made five divestitures of non-core and underperforming businesses and product lines. Ferro then executed a disciplined acquisition program to expand the capabilities, geographic reach and leadership positions of its remaining three segments. Over the past 18 months, it acquired five businesses, which include: VetriCeramics S.p.A., a European leader in ceramic coatings, for approximately \$108 million; TherMark, a leader in laser marking technology; Nubiola Pigmentos, a leading European pigment producer, for approximately \$165 million; Al Salomi, a leading manufacturer of frits and glazes in the Middle

East and North Africa, for approximately \$36 million; and the porcelain enamel assets of Turkish chemical manufacturer Ege Kimya San. These transactions have been vital to improving Ferro's balance sheet and its stock price performance.

Area Wide Protective

Area Wide Protective Inc. (AWP) is a leading provider of outsourced traffic management services. The company was acquired by Blue Point Capital Partners in 2006 and under its ownership diversified both its customer base and geography, leading to significant top-line and margin growth. AWP achieved EBITDA growth of more than 600% since Blue Point's investment, the great majority of which was derived from organic growth. It expanded from a regional business with 10 locations into a business with 43 locations across 17 states. The Riverside Company acquired AWP in June 2015. AWP subsequently completed the add-on acquisition of Traffic Specialties, Inc., which increased its presence in the state of Georgia.

Resilience Capital Partners

Over the past two years, Resilience Capital Partners, a private equity firm that targets businesses with \$25 to \$250 million in revenues, has been quite active in managing its portfolio of niche manufacturing, distribution and business service companies. During this timeframe, Resilience made 12 acquisitions, two divestitures and one recapitalization in industries including: manufacturing, technology, energy and construction. Its portfolio companies today employ more than 7,000 people in 15 states and collectively represent more than \$2 billion in revenues.

The 2016 ACG Cleveland Deal Maker Awards Platinum Sponsors are Benesch, FirstMerit, Grant Thornton, KeyBanc Capital Markets, Merrill Datasite and Oswald Companies.

About the Association for Corporate Growth

ACG is a global organization focused on driving middle-market growth. Its 14,500 members include professionals from private equity firms, corporations and lenders that invest in middle-market companies, as well as from law, accounting, investment banking and other firms that provide advisory services. Founded in 1954, ACG is a global organization with 56 chapters. Learn more at www.acg.org. ACG Cleveland has nearly 500 members. For more information visit www.acgcleveland.org.

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