

Our approach to acquisitions is simple. We don't fix a successful company...we help them grow.

While some acquisition companies try to generate short-term profits by totally refocusing businesses or splitting them up, we take a different approach. As friendly long-term buyers, The Ellis Company makes as few changes as possible, while actively supporting our investments with both capital and management resources.

Building off the foundation built by the previous owners, our team works closely with the management of our acquired companies to develop strong, growing and independent entities. Our goal is to keep our companies operating successfully by making serious commitments to support their prosperity.



Ultimately, we want to acquire companies with the potential to appreciate in value over the long term. If your company would be a good match for our investment goals, we hope you'll give The Ellis Company a call to discuss the possibilities.

Capital Resources

The Ellis Company

A Private Capital Company

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The Ellis Company

A Private Capital Company

Business Acquisition

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A Private Capital Company

The Ellis Company helps you build on your company's long-term success

You've spent years building your company, and it shows in the success you've had to date. After all the years of hard work and personal sacrifice you've invested, you want to ensure that your life's investment will be well cared for long into the future.

The Ellis Company alternative

The Ellis Company can help you achieve your objectives. As a private capital company, The Ellis Company and its partners buy selected businesses and work toward their long-term appreciation.

We make a serious commitment to support each company's growth and prosperity.

Our goal is to keep your company operating successfully. We like to retain its name, management, identity and independence, making as few changes as possible.

What we look for

Typically, The Ellis Company considers multiple factors in choosing companies to acquire:

- Annual sales revenue between \$5-50 million
- Diverse, stable customer base
- Non-cyclical revenue stream
- Consistent cash flow history
- Low-tech product lines
- Low future capital expenditure requirements
- Strong middle management team
- Preferably located within 150 miles of Fort Wayne, Indiana

In general, our company doesn't get involved in start-ups, turnarounds or venture capital deals. We focus on the acquisition of well established, well managed, profitable businesses.

Our capabilities

The Ellis Company and its partners own substantial interest in numerous companies. We've had many years of experience in buying a wide range of businesses – from fiberglass products to institutional food marketing, to metal spinning and forming.

The Ellis Company has a proven track record. Our group has extensive experience as corporate managers and directors in various industries and situations. We're skilled in overcoming the obstacles and acknowledging the intricacies that may be involved with any such transaction.

In addition, we have our own pool of equity capital, as well as access to significant additional capital from a variety of institutional and private investors with whom we have excellent working relationships.

Supporting your company's prosperity

We invest in well-run companies, not companies we can run well. When we acquire a business, we work hard to make the transition as seamless as possible. We offer management teams the opportunity to coinvest with us.

We do not seek day-to-day control, but rather provide existing management the necessary tools and discipline to facilitate growth. Our management team assists each company with their specific needs.

Thinking about selling?

If you've considered selling your business, please give The Ellis Company a call. We'd be happy to discuss how we can help you meet your objectives. Know that we always keep all inquiries and information private and confidential. We will schedule meetings at your facility or a private location. To find out more about how we might help your business continue its successful operations far into the future, please call Tom at 260-459-1533.



Tom Ellis

Proven
Experience