

# Prospect Partners, LLC Portfolio Company Testimonials



At Prospect Partners, we are serious about fulfilling our goal of working together with management teams to build more valuable businesses. Throughout that process and throughout everything we do, we strive to operate with only the highest degree of professionalism, responsiveness, integrity and confidentiality. The best indicators of our success are the executives with whom we have worked over the years. And they speak for themselves.

## Growth...

*"I know my business. I had been in business 15 years, and I knew our company was in a position to go to the next level... Prospect Partners helped us surpass even my own expectations – we grew faster than I thought possible."*

**James Hutton, COO, Education Corporation of America**  
(Operator of leading post-secondary schools)

## Partnership...

*"Partnership isn't something you can get in writing. Prospect Partners lives up to its name... From Day One, we worked as partners to build this business, together."*

**Tom Walsh, CEO, First Texas Products, Inc.**  
(Manufacturer of consumer electronic products)

## Leadership...

*"Over the past few years, we've had to navigate through transitions and growth. Prospect has provided its expertise every step of the way with guidance and leadership... With Prospect, we got more than an investor. We got a great, hard-working partner."*

**Paul Fraser, President, Office Resources Holdings, Inc.**  
(Distributor of high-end office furniture)

## Freedom...

*"I could have done anything with my life after I sold, but I stayed. Working with Prospect gave me the freedom to build my company the way I had envisioned from Day One."*

**Steve Altmayer, CEO, Wrap Pack Products Corporation**  
(Provider of tissue wrap packaging for fruits and trays)

## Success...

*"Throughout my career, I have worked with other private equity groups and have met with more than 100 of them... Prospect Partners is just a breath of fresh air. These people are really good partners and understand that it takes a team – not just one person – to win in today's marketplace. They are true team players: upfront, honest, excited about our business and committed to being a market leader."*

**W. Greg Bland, CEO, Optronics Inc.**  
(Provider of outdoor and automotive lighting products)

## Experience...

*"It's hard to find the right professional and personal partnership. Prospect Partners has a wealth of experience buying and running companies and is absolutely committed to staying the course for the time it takes to create additional value. Moreover, these veterans are great people to work with. Building enduring relationships is a big part of success."*

**Kevin Rodgers, Independent Equity Sponsor and CEO, Delta Industrial Services, LLC**  
(Provider of equipment rental and fleet repair services)

## Integrity...

*"During our five-year relationship, Prospect Partners lived up to its name, 'partners,' and its reputation of complete integrity. Prospect's investment and Board-level leadership brought to us financial strength, wisdom and knowledge that dramatically enhanced the value of our company, far beyond anything we could have ever imagined."*

**Ward Keller, Founder and CEO, Remuda Ranch Company**  
(Provider of behavioral treatment services for eating disorders)

## Perseverance...

*"We were a seasoned management team looking for a financial partner to help us build a platform. We needed a highly capable firm, as the deal was extremely complicated – not many people could have gotten it done. For this, I credit Prospect Partners' experience, professionalism and perseverance. From acquisition to exit, Prospect Partners was a true partner."*

**Philip Riley, CEO, Utility Service Partners, Inc.**  
(Provider of home utility line warranty products)