

“Clarity found the ideal investor to help me quickly grow my business and monetize years of hard work.”

– Robert Nipper, CEO NCS Multistage

Integrated Suite of Services

Clarity applies a fact-based approach built on our 20+ year track record as a **market research** firm. Whether we are working for the buyer or seller, we understand that good business decisions depend on up to date and accurate market intelligence.

For **acquisition searches** – we identify operational, market and financial synergies that traditional search firms may overlook. We excel at engaging the owners of targeted companies because we understand their business and can enunciate our client’s vision.

We help private companies apply the same **buy and build** playbook used by sophisticated investment groups. Companies are generally worth more when they go to market with an acquisition pipeline.

When **selling businesses** – we outperform our peers by more fully grasping the market facing features of the deal and synergies available to each prospective buyer.

When Clarity works with a client over time under a **business grooming** mandate, we are uniquely positioned to promote the company’s strengths, market positioning and growth potential.



* Securities transactions cleared through Billow Butler & Company, L.L.C., member FINRA, SIPC

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Our History

1994 Clarity is formed as a custom market research firm producing planning support studies for Diversified Industrial corporations such as ABB, Dover, Eaton, and Emerson

2002 Clarity introduces China field research capabilities

2006 Clarity establishes our M&A Advisory practice, focusing on acquisition searches.

2012 Clarity introduces sell side services

The Clarity Difference

- 1 MARKET RESEARCH:** Most investment bankers are financial engineers first. Clarity begins by understanding the market
- 2 INDUSTRIAL MARKET FOCUS:** We focus on the manufacturing sector
- 3 LONG VIEW:** Clarity is not dependent on success fees, so we can take a long view to maximize enterprise value
- 4 ROLODEX:** Clarity maintains an extensive network of corporate, PE, family office and private investors
- 5 TRUST:** Clarity earns a trusted advisory role by applying a candid voice based on reliable information
- 6 FLEXIBILITY:** Clarity is equally adept working from the buy side or sell side



www.claritycorporategrowth.com
 421 N Aurora St | Ithaca, NY 14850
 T: 607.272.1830 | F: 607.272.1927

Selected Transactions

December 2014



Douglas Dynamics

Has acquired



Manchester, IA

Winter road maintenance equipment

October 2014



Wayne, PA

Has acquired a controlling interest in



Brookville, OH

Supplier of moisture-control solutions

September 2014



Loveland, OH

Has acquired



Fairfield, NJ

Manufacturer of automated bottle unscramblers and orientors

July 2014



New York, NY

Has acquired



Park Forest, IL

Manufacturer of custom-engineered metal fasteners

December 2013



Fort Worth, TX

Has acquired



THERMAL & MECHANICAL EQUIPMENT COMPANY

Houston, TX

Distributor of heat exchangers and filtration solutions