



**FOR IMMEDIATE RELEASE**

**HIGH ROAD CAPITAL PARTNERS SELLS PORTFOLIO COMPANY ALL INTEGRATED SOLUTIONS**

NEW YORK, May 1, 2018 – High Road Capital Partners ([www.highroadcap.com](http://www.highroadcap.com)) announced the sale of its portfolio company All Integrated Solutions (AIS) to MSC Industrial Supply Co. (NYSE: MSM), marking the sixth exit for the firm’s debut fund, High Road Capital Partners Fund I, LP. The transaction closed on April 30, 2018. Purchase price was approximately \$86 million.

Wisconsin-based AIS is a leading independent distributor of industrial OEM fasteners, Class C components and MRO products in the Upper Midwest. High Road acquired AIS, formerly known as Accurate Components and Fasteners, in 2012. Under High Road’s ownership, AIS’s revenue tripled and the company made three acquisitions: All Tool Sales, in 2013; Williams Fastener & Supply, in 2014; and Great Lakes Fasteners Corporation in 2016.

“High Road made significant investments to support AIS’s growth, including opening new locations, expanding the company’s sales force, adding to the management team, and upgrading its ERP and CRM systems. We are proud to have partnered with AIS’s outstanding management team, led by Jim Ruetz, to take the company to the next level.” said Ben Schnakenberg, Partner, High Road Capital Partners.

Those investments helped grow what was a single-location distributor of fasteners and Class C components into a regional leader with seven locations in six states. The breadth of AIS’s offerings, including OEM fasteners, assembly tools and components, MRO products and supplies, and consultative application solutions, make AIS a sought-out partner to manufacturers.

“By integrating OEM fastener expertise and high-touch inventory management services with a broad MRO product offering, AIS has differentiated itself in its market, deepened its customer relationships, and enhanced the value it is able to provide to its customers’ manufacturing operations,” said Jim Ruetz, CEO, AIS.

Partners Ben Schnakenberg, Jeff Goodrich, and Bill Hobbs led the High Road investment team. BB&T Capital Markets advised AIS on the transaction. Thompson Hine LLP provided legal counsel to the company.

High Road Capital Partners has completed 48 transactions – 18 platform investments, 23 add-on acquisitions and 7 exits – since its founding in 2007.

For further information, please contact Ben Schnakenberg of High Road Capital Partners at (212) 554-3269.

**High Road Capital Partners**

High Road Capital Partners is a private equity firm focused on smaller middle market transactions. High Road was formed in 2007 and has raised over \$470 million of committed capital since inception. High Road focuses on niche-leading companies with revenues of \$10 million to \$100 million and EBITDA of \$3 million to \$10 million. Once acquired, High Road works in partnership with management to take the companies to the next level through a combination of organic growth initiatives and add-on acquisitions.

[www.highroadcap.com](http://www.highroadcap.com)

# # #

**MEDIA CONTACT:**

Diane Laux, ABC

Solas Communications, LLC

(630) 921-2150

[djlaux@earthlink.net](mailto:djlaux@earthlink.net)