



## LINSALATA CAPITAL PARTNERS

FOR IMMEDIATE RELEASE

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### **LINSALATA CAPITAL PARTNERS AND RESILIENCE CAPITAL PARTNERS ACQUIRE LUND INTERNATIONAL**

Cleveland, Ohio (December 3, 2007) – Linsalata Capital Partners (LinCap) and Resilience Capital Partners (Resilience), two Cleveland-based private equity firms, have announced their acquisition of the assets of Lund International, Inc. through a newly formed enterprise, Lund, Inc. In the transaction, LinCap has acquired a majority interest along with a significant investment from Resilience. Terms of the acquisition are not being disclosed.

Headquartered in Suwanee, Georgia, outside Atlanta, Lund designs, manufactures and markets branded accessories primarily for light and heavy trucks, sport utility vehicles (SUVs), crossover utility vehicles (CUVs) and passenger cars and serves a diversified distribution network including warehouse distributors, automotive parts retailers and original equipment manufacturers (OEMs).

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With a leading market share in many of its 20 product categories, and revenues exceeding \$130 million, Lund represents one of the largest independent platforms in the automotive aftermarket industry. The Lund brand name along with AVS/AutoVentshade, Deflecta-Shield, Nifty and Belmor are some of the most recognized in the industry.

According to Gregg Taber, principal of Linsalata Capital Partners, the Lund acquisition represents an opportunity for LinCap to leverage its past experience and proven track record of success in the automotive aftermarket sector. “Lund has developed a leading market position and broad product offering that provide a foundation for growth going forward,” said Taber. “The company is recognized by its customers for strong service and proven brands; we look forward to working with the company to accelerate the development of innovative products to solidify its leadership in the industry.”

LinCap and Resilience will bring additional management to the business as well as industry veterans to the new Board of Directors to drive the business going forward. Bassem Mansour, managing partner of Resilience Capital Partners, said, “We recognized the strength of the Lund brands early on and viewed this acquisition as an opportunity to reinvigorate a business with a solid market position. With the additional resources this transaction brings to the business, we believe there is a great deal of opportunity to accelerate growth, improve operations and re-establish expansion through add-on acquisitions,” said Mansour.

#### About Linsalata Capital Partners

Located in the Cleveland suburb of Mayfield Heights, Ohio, Linsalata Capital Partners was founded in 1984 and has combined its strong financial capabilities with extensive operational experience to accelerate the growth of middle-market

companies. In more than 23 years of investing, the firm has completed 87 buy-side transactions totaling more than \$2 billion. Linsalata Capital Partners is currently investing from its sixth fund, Linsalata Capital Partners Fund V, L.P. (LinCap V), with \$425 million in committed equity capital.

#### About Resilience Capital Partners

Resilience Capital Partners is a Cleveland, Ohio-based private equity firm focused on investing in underperforming, turnaround situations and non-core divisions of larger corporations. Resilience's investment strategy is to acquire middle-market companies that have solid fundamental business prospects, but have suffered from a cyclical industry downturn, are under-capitalized, or have less than adequate management resources. Resilience typically acquires companies with revenues of \$25 million to \$250 million. Since its inception in 2001, Resilience has acquired 16 companies with combined revenues in excess of \$1 billion.

#### About Lund International, Inc.

Lund International manufactures automotive accessories under the AVS, Lund, Nifty, Deflecta-Shield Aluminum and Belmor brands. Headquartered in Suwanee, Georgia, with manufacturing facilities in Lawrenceville, Georgia; Hamilton, Ohio; Howe, Indiana; and Chicago, Illinois, Lund International has approximately 900 employees.