



# GREAT RANGE CAPITAL

Private Equity for the Heartland

We're looking to partner with great Midwestern companies and executives. They typically have best-in-class products or services, rich histories and opportunities for continued growth. These companies are often owned and operated by families or entrepreneurs who are seeking a path to retirement, navigating generational transition, searching for a partner to help take the company to the next level, or simply looking for full or partial liquidity.

## Investment Profile



### Focus

Primarily in the Greater Midwest



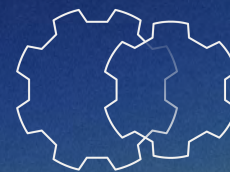
### Financials

Revenue: \$10mm+  
EBITDA: \$3mm+



### Structures

Leveraged/Management Buyouts, Recapitalizations, Build-ups, Significant Minority, Structured Equity



### Sectors

Niche Manufacturing, Business/Industrial Services, Consumer/Retail, Healthcare Services

## Representative Transactions

Our portfolio is made up of unique companies with varied strategies, leadership teams and investment horizons. Collectively, they are all led by hard-working and successful entrepreneurs who care deeply about their employees and share the same vision and values as GRC.

We understand and value each company's culture and heritage. Our goal is to honor the secret to their success and grow with them.

### Apple Bus Company

Student Transportation  
Cleveland, MO

### HeartLand

Commercial Landscaping Services  
Kansas City, MO

### Fairbank Equipment

Agricultural Parts and Equipment  
Wichita, KS

### Labor Source

Niche Staffing  
Olathe, KS

### FairWave

Specialty Local Coffee  
Kansas City, MO

### Mountain Valley

Premium Bottled Water  
Hot Springs, AR

### GirtonLLL

Liquid Bulk Trucking  
Mission, KS

### Realm

Pallet Manufacturer  
Newton, IA

### GP Industries

Residential Gutter Protection  
Elkhorn, NE

■ - Active

■ - Realized

# Midwest Partnership Approach with Institutional Expertise

**Great Range Capital is built on a strong foundation of Midwestern values, strategic vision and value creation.** Our founders, Ryan Sprott and Paul Maxwell, are business partners and brothers-in-law. They are native Midwesterners and spent years at large investment banking and private equity firms on the East Coast, completing more than \$5 billion worth of deals, before returning home to establish Great Range Capital in Kansas City.

## Investment Team



Ryan Sprott  
Managing Partner



Paul Maxwell  
Managing Partner



Mark Robinson  
Managing Director



Christie McFall  
Business Development Director



Larry Flanagan  
Vice President



Philip Scheuerman  
Vice President



Zachary Neuner  
Associate



Henry Redmond  
Analyst



## What to Expect from Us

### Integrity



Trust can't exist without transparency. We speak openly and candidly, and we do what we say we're going to do.

### Respect



Businesses are driven by people. We strive to do right by you and your company and honor your company's culture and history.

### Creativity



One size doesn't fit all. You deserve a path that's uniquely tailored to you and your company's goals.

### Collaboration



We know enough to know that we don't know everything. We play to our strengths and allow you to play to yours. This means we can let management "do their thing."

### Growth



We're here to help you grow. Lean on us for strategy development, capital allocation and prioritization, acquisitions, financings, and board engagement.