

## Overview

Eminent Capital Partners ("Eminent") is a private equity investor in the small and middle market. We invest \$5 to \$25 million in equity and seek to partner with management teams in growth equity opportunities. Our strength lies in our depth of business experience which we leverage to assist and advise companies to ensure they grow and prosper.

Our principals are seasoned businessmen with extensive private equity experience both from the investor side and the management side. We have built, grown, and sold numerous businesses over the years, and take pride and enjoy helping businesses grow and achieve their goals while creating shareholder value.

Eminent Capital Partners is able to make prompt investment decisions utilizing Eminent proprietary funds, and does not depend on outside investors, lender participation, or approvals.

## Investment Strategy

Eminent Capital Partners investment approach is flexible as we deploy our own capital in companies that represent a platform for growth. We look for experienced management that has demonstrated strong execution and can focus on strategic goals. We value personal qualities such as integrity, intelligence and determination. Eminent seeks to leverage our experience and act as advisors working alongside management at the board level.

### Investment Criteria:

- Revenues of \$10 to \$100 million
- EBIDTA margins of at least 10%
- Industries: consumer and industrial brands, financial services, light manufacturing, distribution, importing, business services and luxury goods
- Geography: United States

## Current Investments

### **Bi Coastal Media\*** (Tiburon, CA)

A radio broadcasting station operator on the West coast  
[www.bicoastalmedia.com](http://www.bicoastalmedia.com)

### **Card Personalization Solutions\*** (Bethlehem, PA & Addison, IL)

A full service card processor of gift cards, membership cards, affinity cards, etc.  
[www.crdpersol.com](http://www.crdpersol.com)

### **Echolab\*** (Billerica, MA)

Manufacturer of switching equipment used in audio and video  
[www.echolab.com](http://www.echolab.com)

## Prior Investments

### **Altec Lansing\*** (Milford, PA)

A leading manufacturer and marketer of quality audio products and systems for the Consumer Electronics and PC markets. Altec Lansing was sold to Plantronics (NYSE: PLT) in a transaction valued at \$166 million.  
[www.alteclansing.com](http://www.alteclansing.com)

### **First Heritage Bank\*** (Wilkes-Barre, PA)

Founded in 1994 as a retail, savings and mortgage bank, First Heritage merged in 2004 with Community Banks System Inc. (NYSE: CBU) in a transaction valued at \$85 million.  
[www.firstheritage.net](http://www.firstheritage.net)

\* Investment made by one of the managing partners prior to founding Eminent Capital Partners, LLC. The Bi Coastal Media, Card Personalization Solutions & Echolab investments were made through Diamond Hill Equity Corp.

## Our Team

### **Edward Anchel, Partner**

Mr. Anchel was the founder, President and CEO of Sparkomatic Corporation, a leading manufacturer of car stereo and automotive speaker systems sold worldwide to automotive aftermarket chains and retailers. In 1984, Mr. Anchel acquired Altec Lansing, a leading global supplier of audio systems to computer manufacturers and retailers and the leading brand of portable and powered audio systems. Altec Lansing was recently sold to Plantronics for \$166 million. Mr. Anchel is a Director of Three Springs Bottling Company and serves on the Penn State University's SMEAL College of Business Board of Advisors, and has been named as both a Distinguish Alum and as an Alumni Fellow.

### **Chuck Parente, Partner**

Mr. Parente started his career in public accounting. Between 1962 and 1979 Mr. Parente worked for Haskins & Sells. Mr. Parente was the founder and CEO of Parente, Randolph, PC, one of the largest independent CPA firm in the US, from 1970 through 1987. He then became President and CEO of C-Tec Corporation, a diversified publicly held telecommunications company. He remained with C-Tec until late 1993 when the company was sold to Level 3 Communications for \$450 million. After leaving C-Tec Corporation, Mr. Parente invested for himself full-time. Currently, Mr. Parente is a major shareholder and CEO of Pagnotti Enterprises, a conglomerate in the insurance, mining and real estate businesses. He is also an officer and investor in Sordoni Construction Services and its affiliated businesses which include commercial construction and real estate development. Additionally, Mr. Parente serves as a Director on the Boards of Bertels Can Co., Circle Bolt & Nut Co., W.P. Carey & Co., LLC (NYSE: WPC) and Community Bank Systems (NYSE: CBU).

Throughout his career, Mr. Parente has been involved in community and charitable organizations. Mr. Parente is a member of the Board of Directors of King's College and served as Chairman from 1988 through 1997. He served on the Board of Directors of Wyoming Valley Health Care System and was its Chairman from 2001 through 2004. He also served on the Board of Trustees of Wyoming Seminary, United Way, Salvation Army and several other charitable organizations throughout his career. Mr. Parente graduated from King's College, Cum Laude and is a certified public accountant since 1963.

### **Hagai Barlev, Managing Director**

Mr. Barlev spent the majority of his career working in the middle market as an investment professional. Prior to joining Eminent Capital Partners, Mr. Barlev worked for Deloitte in their Corporate Finance / Investment Banking group, focusing on sell and buy side M&A. Previously, Mr. Barlev worked at Deloitte Consulting in their Operations and Strategy Group helping clients grow their businesses. Before moving to the US, Mr. Barlev co-founded Addwise, a technology and internet services firm that assists companies and institutions with their internet strategy and operations. Mr. Barlev holds an MBA from the Kellogg School of Management and BA in economics from the Hebrew University in Jerusalem, Israel.

**EMINENT**  
CAPITAL PARTNERS

#### **Eminent Capital Partners, LLC**

1285 Ave. of the Americas, 35th floor

New York, NY 10019

Tel: 212-554-4052 • Fax: 212-419-9499

Email: [info@eminentcp.com](mailto:info@eminentcp.com) • [www.eminentcp.com](http://www.eminentcp.com)

Copyright 2006 © Eminent Capital Partners, LLC. All rights reserved