

## Hudson Ferry Capital Targets Jan/San Companies

Hudson Ferry Capital ([www.hudsonferry.com](http://www.hudsonferry.com)) is pursuing investments in companies that participate in the Janitorial and Sanitary Supply Industry (the “Jan/San Industry”). In particular, Hudson Ferry is interested in partnering with companies that manufacture and/or distribute specialty chemicals, paper products, soap, washroom automation systems and other miscellaneous products sold through Janitorial and Sanitary Supply and Paper distribution channels.

George Patrick Murphy joined Hudson Ferry in January 2007 as an Operating Partner to lead this effort. Prior to joining Hudson Ferry, Mr. Murphy spent substantially his entire career in the Jan/San Industry. He is a respected and knowledgeable executive with intimate knowledge of the customers, distribution channels and operating practices of the leading companies within this industry.

Mr. Murphy is a proven leader of marketing and sales-driven businesses, and sales teams. Additionally, he is highly experienced in manufacturing, operations and finance, as well as new product design, development and market penetration strategies. From 1997 to 2005, he was President and CEO of Technical Concepts, a leading manufacturer of commercial automatic washroom fixtures, dispensers, hygiene systems and refills serving the “away-from-home” market. Prior to that, Mr. Murphy held senior executive positions with Kimberly-Clark Corporation, Scott Paper Company and Sani-Fresh International.

Hudson Ferry has a particular focus on and an extensive track record of investing in family-owned, entrepreneurial companies. As a trusted financial partner, Hudson Ferry can, among other things: (i) provide liquidity to current owners, (ii) provide capital to execute a growth strategy, (iii) access debt financing, (iv) assist in recruiting talented management, and (v) assist in transitioning an organization from a small or regional family-owned business to a large, integrated enterprise. Hudson Ferry’s Operating Partners serve as active board members and advisors to its portfolio companies.

Please contact Hudson Ferry Capital if you are aware of a company in the Jan/San Industry that is seeking to partner with a private equity sponsor that is focused on this sector and has a track record of partnering with entrepreneurial managers and adding significant value during the investment period.

Stephen J. Fisher  
Partner  
Hudson Ferry Capital  
[sfisher@hudsonferry.com](mailto:sfisher@hudsonferry.com)  
Phone: (212) 308-3079

George P. Murphy  
Operating Partner  
Hudson Ferry Capital  
[gmurphy@hudsonferry.com](mailto:gmurphy@hudsonferry.com)  
Phone: (847) 848-0058