

P R E S S R E L E A S E

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For Immediate Release	Andrew N. Ford, Hanover Partners, Inc. (503) 699-6410 John E. Palmer, Hanover Partners, Inc. (415) 788-8222 www.hanoverpartners.com

Chambersburg, PA
Portland, OR
San Francisco, CA

Hanover Partners, Inc. announced the sale of its portfolio company, Bri-Mar Manufacturing, LLC (“Bri-Mar”), to BWISE Trailers. The exit from Bri-Mar generated positive returns for shareholders; specific terms of the transaction were not disclosed. This sale represents Hanover’s third successful exit in less than two-and-a-half years.

Headquartered in Chambersburg, PA, Bri-Mar is one of the leading manufacturers of light-and heavy-duty hydraulic dump trailers, utility trailers, equipment haulers and dump inserts. Bri-Mar trailers are used to haul a variety of construction, landscaping, and industrial equipment and materials. The Company also sells parts to support its large and growing installed base of trailers in the market.

Based in San Francisco, California and Portland, Oregon, Hanover Partners acquired Bri-Mar in 2002. Commenting at the transaction’s closing, Andrew N. Ford, Co-Founding Principal with Hanover Partners and former Bri-Mar Chairman of the Board, stated “We are pleased with this successful outcome for all shareholders. Our investment in Bri-Mar is a good example of Hanover’s differentiated strategy in investing in companies for the long-term and often times well in excess of typical private equity industry hold periods. Bri-Mar has a bright future as part of another industry leader in BWISE Trailers and we wish management and employees the very best.”

Founded in 1994, Hanover Partners, Inc. is a private equity firm with offices in Portland, OR and San Francisco, CA. The firm invests nationwide and acquires majority positions in lower middle-market manufacturers, developing proprietary, moderate-to-highly engineered products and equipment, as well as select niche consumer product companies, with EBITDA over \$1.5 million.