

FOR IMMEDIATE RELEASE

Inverness Graham Invests in B&B Electronics

Buyout of Ruggedized Networking Device Manufacturer Completed Despite Difficult Market Conditions

Philadelphia, PA, April 7, 2008 – Inverness Graham Investments has closed on its tenth platform investment with the acquisition of an interest in B&B Electronics Manufacturing Company. Headquartered in Ottawa, IL, B&B Electronics is an engineering and manufacturing company which produces devices to network machines in rigorous industrial and commercial environments. The Company markets its products directly to thousands of customers across a diverse set of manufacturing segments and utilities. Inverness Graham partnered with Graham Partners to acquire B&B Electronics.

B&B Electronics is directly benefiting from the technology shift to a fully-integrated and networked manufacturing environment. The Company’s solutions include ruggedized Ethernet, serial, wireless and USB products designed to network industrial equipment.



“B&B Electronics’ highly-engineered and ruggedized industrial connectivity products coupled with its strong customer relationships allow them to be a valued solutions provider to companies networking their machinery and equipment,” stated Michael Morrissey, Principal of Inverness Graham. “Companies are driving productivity improvements by moving from isolated equipment to networked plant environments. B&B Electronics is a leader in its market with strong growth prospects because it enables this conversion.”

Don Wiencek, President and CEO of B&B Electronics, said, “B&B Electronics has experienced uninterrupted growth for the past 20 years and has emerged as a premier communication solutions

provider in its industry. I am confident we will continue to deliver impressive financial performance and excel at servicing our customers. We are enthusiastic about the financial and operational partnership with Graham and the opportunities that lie ahead for us.”

Although terms of the transaction were not disclosed, Madison Capital Funding LLC led the senior debt financing and Golub Capital provided the subordinated debt to support the transaction. Lazard Middle Market served as financial advisor to B&B Electronics and the seller, Fidelity Equity Partners.

Inverness Graham Investments (www.invernessgraham.com) is a private equity firm headquartered in suburban Philadelphia that makes control and non-control growth equity investments with a focus on Technology Enabled Manufacturing. The firm is sponsored by the privately held Graham Group of York, Pennsylvania, an industrial and investment concern with global interests in plastics, packaging, machinery, building products and outsource manufacturing. Inverness Graham focuses on lower middle market transactions investing equity capital in companies with \$10 million to \$50 million in revenue. The firm has over \$140 million under management and was founded by senior executives of the Graham Group of industrial businesses.

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