

# **NEWS RELEASE**

## Tronair, Inc. Acquires Malabar and DAE

December 1, 2017

Holland, Ohio

Tronair, Inc. ("Tronair"), a portfolio company of Golden Gate Capital, is proud to announce the acquisition of Malabar Holding Company ("Malabar"), including the assets of Malabar and DAE. Financial terms of the transaction were not disclosed.

From its founding in 1935, Malabar has been a key supplier of ground support and maintenance equipment for commercial and military aircraft. Malabar's primary business has been aircraft jacks, including axle jacks for changing aircraft wheels and tires, and tripod jacks for in-hangar service of narrow-body and wide-body aircraft.

Today, Malabar sells product in over 60 countries around the world. Its product line has expanded to include B787 and A350 coolant service carts, hundreds of different types of fluid dispensers, test stands, weigh equipment, strut service equipment, nitrogen/oxygen equipment, wheel/brake equipment and engine stands, as well as the spares, service and replacement parts associated with each product line. Malabar is known worldwide for its quality and service, including its 24-hour online product support and emergency parts supply.

Harley Kaplan, President and CEO of Tronair, stated: "With the acquisition of Malabar, Tronair continues to add products that enhance our value to a broad base of global aerospace customers. Malabar has done a wonderful job of building its brand and sterling reputation, and we look forward to continuing that legacy."

Chris Advani, President and CEO of Malabar, added: "We are excited to join the Tronair team and bring together these storied aerospace brands. The combination of Tronair's existing brands with Malabar and DAE represents an aerospace ground support powerhouse."

Lazard served as financial advisor to Tronair in connection with the acquisition. Fidus Partners served as financial advisor to Malabar, and ValueICR LLC served as transactional advisor.

Visit www.tronair.com for more information



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#### **About Tronair:**

Tronair is the global leader in the design, manufacture, and sale of GSE for business, commercial and military aircraft. Tronair's broad product line of GSE, comprised of over 1,500 products, is used by over 350 unique aircraft platforms. Tronair emphasizes innovation, reliability, customer focus, and building quality equipment to exceed customers' expectations. As a result, Tronair enjoys an excellent reputation with aircraft OEMs, fixed based operators, maintenance and repair providers, corporate hangars, commercial airlines, defense contractors and military airbases around the world. Tronair is based in Holland, Ohio and has been in operation since 1971. www.tronair.com

### **About Eagle Tugs:**

Eagle Tugs has been manufacturing the most reliable and functional tow tractors for the aviation, cargo handling and industrial towing markets since 1970. Eagle Tugs are designed and manufactured in the United States and are backed by factory direct service and support. With a robust product line and the strongest warranty in the industry, Eagle Tugs provides the highest level of quality and service to customers globally. In addition to several industrial uses, Eagle Tugs can move fixed-wing and rotorcraft aircraft of most any size across the military, commercial, regional and business aviation and cargo markets. . www.eagletugs.com

#### **About Jet Porter:**

JetPorter is a leading towbarless tug manufacturer for the business and regional aviation markets. Under Tronair's ownership, the JetPorter product line has expanded significantly and has become the technological leader in the space. Today, all JetPorter units enjoy the smallest turning ratios in the market and include regenerative braking, dual electric motors and standardized parts for aftermarket support. Additionally, JetPorter's patented SOFTCAPTURE® technology on its JP100 and JP125 product lines allows users to load, move and unload aircraft safely without ever leaving the tug cockpit. www.jetporter.com

#### About Columbus Jack / Regent:

Columbus Jack is the largest supplier of hydraulic jacks to the U.S. military and a leading supplier of hydraulic jacks to the commercial aerospace market. Columbus Jack consistently complies with tough military standards, which aligns well with their culture of quality and customer service. Columbus Jack was founded in the 1940s as a supplier to the U.S. military. Regent was founded in 1929, and over the course of time, has served most of the world's airlines, airframe and aerospace manufacturing companies. www.columbusjack.com

#### About DatcoMedia:

DatcoMedia, via its EBis software products, is the leading SaaS provider for the aviation ground services and equipment market. EBis products were developed to meet the strict requirements of the FAA and customers for aircraft and ground support equipment repair, scheduling, planning, purchasing, inventory control, utilization optimization and resource allocation. EBis is the system of record for thousands of users globally, including several of the largest global airlines, ground handlers, jet centers, engine repair shops and FBOs of all sizes. DatcoMedia was founded in 1999 and is based in Chicago, Illinois. www.datcomedia.com

#### **About Golden Gate Capital:**

Golden Gate Capital is a San Francisco-based private equity investment firm with over \$15 billion of capital under management. The principals of Golden Gate Capital have a long and successful history of investing across a wide range of industries and transaction types, including going-privates, corporate divestitures, and recapitalizations, as well as debt and public equity investments. Notable investments sponsored by Golden Gate Capital include Cole-Parmer, ANGUS, Springs Window Fashions, Humanetics Innovative Solutions, EP Minerals, and U.S. Silica. For more information, visit www.goldengatecap.com

For more information:

Mac Canali

Digital Marketing Manager Email: mcanali@tronair.com Phone: +1 (708) 790-5918