



## Supporting Private Equity in Founder-Led Acquisitions

**10** New C-Level Placements    **9** Portfolio Companies    **2** Successful Transactions

### The Success Story

#### Company Challenge:

Mason Wells is a Milwaukee-based private equity firm that specializes in capitalizing founder-led businesses across the Midwest. In founder-led organizations, the transition to a non-founder CEO is particularly challenging. Founders are often deeply attached to the business and a transition to new leadership can signal a profound change in the future business direction and/or culture of the organization.

It's critical to identify future leaders that can effectively balance an appreciation and understanding of the history of the organization, while collaborating, innovating, and motivating teams to transform and drive growth. Mason Wells needed an executive recruiter that understood the sensitivities and criticality of finding the right new leadership to ensure a successful founder transition.

#### Solution:

Mason Wells selected JM Search as their retained search partner starting in 2013 due to their extensive experience navigating founder-led transitions. Over the past 10+ years, Mason Wells and JM Search have partnered to ensure successful founder transitions across eight portfolio investments, two of which have gone through successful transactions thus far. As a trusted partner and advisor to Mason Wells, JM Search takes a tailored approach to ensure the unique needs of each circumstance are considered to ensure a successful outcome for the founder, future leader, business, and PE sponsor.

#### Portfolio Company Placements:

**Chief Executive Officer**  
Structural Concepts

**Chief Executive Officer**  
MGS Manufacturing Group

**Chief Financial Officer**  
Whitehall Specialties

**Chief Executive Officer**  
Nelipak

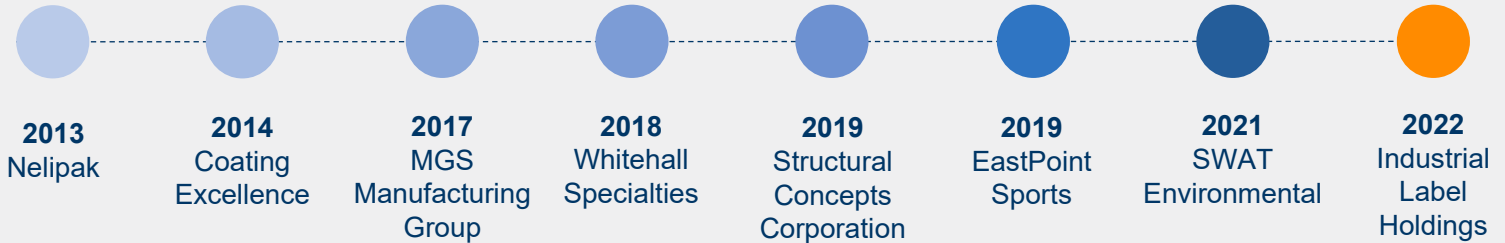
**Chief Financial Officer & Chief  
Operations Officer**  
Coating Excellence

**Chief Executive Officer**  
EastPoint Sports

**Chief Executive Officer**  
SWAT Environmental

**Chief Executive Officer**  
Industrial Label Holdings

## Portfolio Company Introduction Timeline



## About JM Search

**JM Search is the leading retained executive search firm for private equity, and other growth-oriented private and public organizations.**

With over 40 years of experience, our partners are immersed in your search every step of the way, supported by a passionate, cohesive team of recruiting experts.

With deep sector and functional-specific expertise, our partners have built expansive professional networks from decades of firsthand experience to ensure the best possible outcomes for our clients and their businesses.

**One firm, focused on you.**

## Industry Expertise

- Consumer
- Education & Social Impact
- Financial Services
- Healthcare & Life Sciences
- Media & Communications
- Industrial
- Legal
- Services
- Technology

## Connect With Our Expert



**Hayden Tewell**  
*Managing Partner*  
**O:** 610-964-0202 x229  
**E:** [tewellh@jmsearch.com](mailto:tewellh@jmsearch.com)