

H.I.G. sells Accupac to J.H. Whitney

September 18, 2017 By [Iris Dorbian](#)

J.H. Whitney Capital Partners has acquired **Accupac** from **H.I.G. Capital**. No financial terms were disclosed. Headquartered in Mainland, Pennsylvania, Accupac is a maker of outsourced manufacturing and packaging solutions for pharmaceutical and over-the-counter personal care product manufacturers.

PRESS RELEASE

BOSTON—(BUSINESS WIRE)—H.I.G. Capital (“H.I.G.”), a leading global private equity investment firm with \$22 billion of equity capital under management, is pleased to announce the sale of its portfolio company Accupac, Inc. (“Accupac” or the “Company”) to J.H. Whitney Capital Partners.

Accupac is a leading U.S. provider of outsourced manufacturing and packaging solutions to the world’s largest pharmaceutical and over-the-counter (OTC) personal care product manufacturers. The Company is a specialist in liquid topical and oral care products, including skin creams, toothpastes, moisturizing lotions, mouthwash and other personal care products, many of which require FDA approval. All Accupac manufacturing facilities are FDA registered and cGMP compliant.

Through H.I.G.’s partnership with Accupac’s leadership team, the Company made significant improvements in both operations and sales. During H.I.G.’s investment period, Accupac implemented facility improvements to substantially increase and expand manufacturing capacity. Furthermore, the Company has driven significant growth with new and existing customers given Accupac’s unique ability to manufacture specialty products.

Paul Alvater, Accupac’s CEO, said, “We are proud of what we accomplished during our partnership with H.I.G. Capital and we are excited to continue Accupac’s growth trajectory with our new partner J.H. Whitney Capital Partners. We believe that this transaction is the right step for Accupac to continue offering our customers superior quality products.”

“We have had a great partnership with the Accupac management team and we are proud of the changes made to further position the Company for success,” commented John Von Barga, a Managing Director of H.I.G. Capital. “Through substantial investment in people and facilities, with a constant focus on customers, Accupac has developed into a market leader. We look forward to seeing Accupac continue its successful growth with J.H. Whitney Capital Partners.”

About Accupac

Accupac, Inc., headquartered in Mainland, PA, is a U.S. provider of outsourced manufacturing and packaging solutions to pharmaceutical and over-the-counter (OTC) personal care product manufacturers. Founded in 1974, the Company is a specialist in liquid topical and oral care products, including skin creams, toothpastes, moisturizing

lotions, mouthwash and other personal care products, many of which require FDA approval. The Company has differentiated production and testing capabilities that lead to industry-best quality assurance. Accupac is uniquely positioned in the \$26 billion U.S. beauty and personal care manufacturing market, of which approximately \$7 billion is within the Company's topical and oral care product categories. The company operates two manufacturing facilities in the Mid-Atlantic region.