## **Austin Capital Sells Southern Mill Creek Products to Univar**

Cleveland, April 30, 2010

Austin Capital Partners, LP and its fund manager, Austin Capital Corporation announced today the sale of Southern Mill Creek Products of Ohio, Inc. to Univar USA. The terms of the transaction were not disclosed. Southern Mill Creek Products is a regional distributor of products for the professional pest control industry.

Sam Hartwell, a Principal in Austin Capital Corporation and the CEO of Southern Mill Creek Products said "the transaction presents a tremendous opportunity for Univar. Over the years Southern Mill Creek established itself as the premium smaller, independent distributor in the industry. We have the best people and we dominate the markets we serve." By completing the acquisition, Univar gains a solid foothold and much larger market share in key large geographic markets (all of Ohio, Chicago, and New York).

Hartwell, who took the reins of the company upon the retirement of former CEO Tom Evans, had worked with the management team over a couple of years to restore profitability to the business following significant price and margin reductions as various pesticides came off patent. "Generics really hurt the entire industry," Hartwell said, "and our challenge was to leverage our team and create value through pricing and cost reduction."

Darrell Austin, General Partner of Austin Capital Partners, LP was happy with the results. "Southern Mill Creek had a couple of tough years," Austin said. "Fortunately we were able to leverage Sam's expertise in partnership with the rest of the management team. We got through the tough times and created a nice return for the investors."

Southern Mill Creek Products operates ten distribution centers in major metropolitan markets in the Northeast / North Central region and two distribution centers in Florida. The Company's staff is recognized industry-wide for their expertise and ability to forge relationships with key customers.