



**AUSTIN CAPITAL PARTNERS, L.P.**  
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# NEWS

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## **FORMATION OF AUSTIN CAPITAL PARTNERS, L.P. & ACQUISITION OF WESTNY BUILDING PRODUCTS**

**Cleveland, Ohio (December 17, 2003)** – Darrell W. Austin, William E. Conway and Charles R. Emrick, Jr., the “General Partners” of Austin Capital Partners, L.P. (“Austin Capital”), are pleased to announce the formation of Austin Capital and its acquisition of Westny Building Products Company.

Austin Capital is a private equity fund with committed capital that invests in smaller middle market companies in the Ohio region. Austin Capital invests in successful and growing niche companies in the Ohio region. The fund is unique in Northeast Ohio for a number of reasons. First, the fund focuses primarily on businesses

with enterprise values in the \$5 to \$25 million range. Secondly, the fund brings significant operating expertise to its portfolio companies through the active involvement of one or more of its Advisory Board members in its portfolio companies. Thirdly, the fund has the ability to either back proven management teams or, alternatively, to replace senior management with its own operating partners. Finally, Austin Capital will consider investments where it is not the controlling shareholder.

On December 18, 2003, Austin Capital, in partnership with Michael A. Schuler and Seneca Capital, acquired Westny Building Products Company (“Westny”). Westny is the exclusive branch distributor for Pella window and door products in western New York, a market that includes Buffalo and Rochester. Michael A. Schuler, Austin Capital’s operating partner, is the former Chairman, President and Chief Executive Officer of Zippo Manufacturing Company, the manufacturer of Zippo lighters and related products.

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