



BRAZOS PRIVATE EQUITY PARTNERS, LLC

## **BRAZOS PRIVATE EQUITY PARTNERS ACQUIRES LONE STAR OVERNIGHT**

### **– Transaction Is Brazos’s Fifth Platform Acquisition in Past Ten Months –**

**Dallas, Texas**, January 14, 2003 — Brazos Private Equity Partners, LLC, a private investment firm based in Dallas, Texas, today announced that it has acquired Lone Star Overnight, L.P., an intra-regional express package delivery business serving Texas and Oklahoma. Based in Austin, Texas, Lone Star is an industry leader in express package delivery with on-time delivery rates exceeding 99%. Financial terms of the transaction were not disclosed.

Randall S. Fojtasek, a Brazos Partner, said: “Since its formation in 1991, Lone Star has grown at a compounded annual rate greater than 20%. Under the leadership of Lone Star’s founder and CEO, Gary Gunter, the company has developed a proprietary system that enables it to offer premium, time-definite delivery services at a discount compared to its competition. Brazos looks forward to working with Gary and his management team to implement several strategic buy-and-build initiatives aimed at helping Lone Star accelerate its growth and realize its potential, including expanded sales and marketing; service extensions into contiguous states; and acquisitions of intra-regional express carriers outside the company’s existing footprint.”

Gary Gunter, founder and Chief Executive Officer of Lone Star, said: “Lone Star’s dedicated work force and loyal, growing customer base are key components of the company’s growth and success to date. Looking ahead, we are excited about teaming with Brazos, which shares our strategic vision and brings a tremendous depth of resources and experience for building Lone Star and taking the company to the next level.”

Mr. Fojtasek added: “Lone Star represents Brazos’s fifth platform acquisition since April 2002. We are backing management teams with successful track records and are opportunistically building a diversified portfolio that currently includes leading businesses in manufacturing, healthcare, distribution, and service industries. As part of our investment strategy, we will continue to be selective in seeking established businesses that have performed well throughout the business cycle, are attractively priced relative to historical norms, and exhibit strong prospects for sustained growth in value for investors.”

Other transactions completed by Brazos since April 2002 include CoMark Building Systems, Inc. (DeSoto, Tex.), one of the leading U.S. specialty manufacturers of single- and multi-floor commercial-grade modular buildings; Rennhack Marketing Services, Inc. (Grapevine, Tex.), a leading national provider of premiums and incentive marketing services to the U.S. financial institution industry; Shelter Distribution, Inc. (Indianapolis,

Ind.), one of the largest distributors of residential and commercial roofing products, siding, and related accessories in the Midwest; and National Surgical Care, Inc. (Chicago, Ill.), a new company formed to acquire and develop ambulatory surgery centers and short-stay surgical hospitals in markets across the country.

### **About Brazos Private Equity Partners, LLC**

Brazos Private Equity Partners, LLC provides capital for leveraged acquisitions and recapitalizations of established middle-market companies that offer the potential for substantial capital appreciation. Through limited-partner and co-investment capital, the firm has up to approximately \$400 million available for investment. Based in Dallas, Brazos invests primarily in manufacturing, consumer products, healthcare, media, distribution, and service businesses located in the United States. For additional information about Brazos, please visit the firm's website at [www.brazos-partners.com](http://www.brazos-partners.com).

### **Contacts**

Michael D. Salim  
214-756-6525  
msalim@brazosinv.com  
or  
Roy Winnick  
Kekst and Company  
212-521-4842  
roy-winnick@kekst.com

\* \* \*