



BLACKHAWK INDUSTRIAL DISTRIBUTION ACQUIRES ROGERS INDUSTRIAL SUPPLY

Tulsa, Oklahoma, January 6, 2011 — BlackHawk Industrial Distribution today announced the acquisition of Rogers Industrial Supply, a leading industrial distributor serving the MRO marketplace. BlackHawk Industrial was formed in 2010 by Bill Scheller, former CEO and President of ORS Nasco, Inc., and Brazos Private Equity Partners, LLC, a leading Dallas-based private investment firm, to pursue an active buy and build strategy of industrial based distributors. Financial terms of the transaction were not disclosed.

Rogers Industrial is the second acquisition of BlackHawk Industrial and follows the recent acquisition of Oklahoma-based Duncan Industrial Solutions. With the Rogers Industrial acquisition, BlackHawk expands its geographic footprint in the Southwest region of the U.S. BlackHawk is looking to acquire additional U.S. based distributors participating in the \$400+ billion industrial distribution end market.

Founded in 1974, Rogers Industrial is one of the premier industrial distributors of MRO supplies and equipment in the Arkansas market. Mr. Scheller said: "We are excited to have Rogers Industrial as part of BlackHawk Industrial. Rogers Industrial, lead by Carl Norris, has a long history of strong customer and vendor relationships in its local marketplace which will be further enhanced as part of Blackhawk Industrial. Rogers Industrial will also gain access to additional resources and a broader product offering to provide to its customers, including a proven integrated solution offering."

Mr. Scheller also added: "Carl Norris will be a valued member of the BlackHawk Industrial team on a go forward basis. Carl is well-respected in the industry and currently serves on the board of directors of Industrial Supply Association and also sits on its Strategic Planning Task Force. Carl will help to continue to grow Blackhawk Industrial organically and through future acquisitions."

Background of Bill Scheller

Bill was most recently CEO of ORS Nasco, one of the largest, pure wholesale distributors of industrial supplies in North America. Bill has held leadership positions for almost 30 years at companies such as Pillsbury, Patterson Companies, as well as ORS Nasco. During nine years at ORS Nasco, Bill provided the overall leadership and direction for the company in North America. ORS Nasco experienced significant revenue and earnings growth, improved operations and working capital efficiency and enhanced its sales and marketing capabilities. These efforts led to the successful sale of ORS Nasco to United Stationers, Inc. in 2007.

About Brazos Private Equity Partners, LLC

Brazos Private Equity Partners is a Dallas-based private equity firm that manages approximately \$1.4 billion of equity capital. Brazos seeks to partner with outstanding management teams and/or families of closely-held middle-market businesses to maximize value. Brazos has been one of the most active middle-market private equity investment firms over the past decade, having completed 55 acquisitions in a broad range of industries including consumer, food and beverage, business and financial services, healthcare, manufacturing / industrial and distribution. Brazos has significant experience acquiring, growing and monetizing distribution businesses. Since 2002, Brazos has invested in four successful distribution companies: ORS Nasco, Inc., Shelter Distribution, Inc., Strategic Equipment and Supply Corporation and Tri-Northern Security Distribution, Inc.

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