



News Release

VIPAR Heavy Duty Signs Exclusive Agreement with Falcon Affiliates

New partnership brings added value to VIPAR Heavy Duty stockholders

- *VIPAR Heavy Duty and Falcon Affiliates form exclusive relationship in the U.S.*
- *New partnership will provide VIPAR Heavy Duty stockholders with growth strategies and long-term planning options*
- *Announcement made during VIPAR Heavy Duty Annual Business Conference*

Crystal Lake, IL – (Oct. 15, 2018) VIPAR Heavy Duty announced today that it has formed an exclusive relationship and memorandum of understanding in the U.S. with Falcon Affiliates, an equity investment firm with significant experience working with entrepreneurial-led and family-owned businesses and proven expertise within the heavy duty aftermarket.

The relationship with Falcon Affiliates will provide VIPAR Heavy Duty stockholders with an experienced, growth-oriented partner that can support stockholders' long-term growth, succession plans and exit strategies. Falcon's expertise spans capital expansion and investment, management development, strategic planning, operational improvement, mergers and acquisitions and exit strategies.

In addition to the relationship with Falcon Affiliates, VIPAR Heavy Duty has laid the foundation for a comprehensive Business Resource Center to equip stockholders with tools and resources to support long-term growth and business transition decisions.

"This is a very exciting time for the VIPAR Heavy Duty Family of Companies. As the home of the independent distributor, VIPAR is there in the beginning, providing value as our stockholders grow their businesses over the years and now providing exit strategy resources to help our owners transition their businesses," said Chris Baer, president and CEO, VIPAR Heavy Duty. "VIPAR stands by its stockholders for the entirety of their business, providing an array of options so owners don't think the only interested buyers are the 'big box companies.' Selling your business generally only happens once, and, we have learned that one buyer is no buyer. We can now provide multiple options to fit a stockholder's personal goals and maximize the business transition for everyone: owner, employees and customers."

“At Falcon, we pride ourselves on understanding the businesses and people we partner with, taking a longer-term company-centric approach and seeing our partners and companies grow and achieve their goals,” said Will Krusen, president, Falcon Affiliates. “We look forward to our relationship with the VIPAR network and to working closely together.”

The partnership announcement comes during the VIPAR Heavy Duty Annual Business Conference, an opportunity for more than 800 stockholders, supplier partners and industry associates to come together to participate in open dialogue and share best practices and insights on opportunities and challenges in the independent heavy duty aftermarket.

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About VIPAR Heavy Duty

VIPAR Heavy Duty is North America’s leading network of independent aftermarket truck parts distributors. VIPAR Heavy Duty distributors serve the needs of their customers from more than 630 locations across the United States, Canada, Puerto Rico and Mexico. VIPAR Heavy Duty distributors are specialists who understand the demands of their local, regional, and national customers for quality parts and exceptional service. VIPAR Heavy Duty also operates two wholly owned subsidiaries, Global Parts Network, LLC and Power Heavy Duty, LLC, as part of the VIPAR Heavy Duty family of companies. For more information, visit www.vipar.com.

About Falcon Affiliates

Falcon Affiliates is an active investor providing capital and expertise to growing industrial enterprises. With a partnership approach, Falcon has a history of working with dynamic companies and entrepreneurs. An investment by Falcon serves as a springboard for a company to achieve its strategic, operational, and growth plans more quickly. For more information, visit www.falconaffiliates.com.

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