



Scandia Packaging Machinery Company Acquired by KHS USA, Inc.

Columbia, MD – July 11, 2018: Three Twenty-One Capital Partners, LLC announced the sale of their client, Scandia Packaging Machinery Company (Scandia), to KHS USA, Inc (KHS). The acquisition of Scandia will allow KHS to expand its portfolio to include compact cartoners and secondary packaging machines. KHS will integrate Scandia with their existing Sarasota, Florida-based manufacturing operations. Former Scandia President, Wilhelm (“Bill”) Bronander III, will assume a business development and sales role with KHS. Three Twenty-One Capital acted as exclusive financial advisor to Scandia in this transaction.

"There's a trend towards smaller, single-serve products," Donald Deubel, Vice-President and business unit leader at KHS USA, said in a statement. "In taking over Scandia, an expert in compact packaging machines, we're developing attractive growth areas in this very segment."

"We are very pleased to find an acquiring company with the reputation and expertise of KHS. We believe that the Scandia product line is a natural fit," Ervin Terwilliger, Managing Partner of Three Twenty-One Capital Partners.

Scandia Packaging Machinery Co., based in Fairfield, NJ, is a multi-generation, family-owned designer and manufacturer of high-speed overwrapping, bundling, cartoning and case packing machinery founded in 1918. Scandia's packaging equipment has been serving the candy, tobacco, pharmaceutical, cosmetic and media entertainment industries for 100 years. The Scandia brand is well respected in the packaging industry and is known for long-lasting, high-speed packaging equipment.

KHS USA Inc. is the North American subsidiary of Dortmund, Germany-based KHS GmbH. KHS has over 150 years of experience producing full-service filling and packaging lines for the beverage, food and non-food industries. U.S. manufacturing operations are located in Waukesha, Wisconsin and Sarasota, Florida.

Three Twenty-One Capital Partners, headquartered in the Baltimore-Washington Metro area, is the premier private investment bank servicing the lower middle-market. Three Twenty-One Capital Partners' team has completed engagements totaling over \$15 billion in transaction value. Three Twenty-One Capital Partners specializes in founder-run businesses and “storied” situations. Further information is available at www.321capital.com.

Media Contact:

Colleen Kobus
Partner & Marketing Director
colleen@321capital.com
443-325-5290 Ext. 204