



### A Growth and Liquidity Strategy for Shareholders

**Deal: ATP Sold to Spectrum Control, Inc. (NASDAQ: SPEC)**

**Sector: Electronics**

**What T&T Accomplished:**

- Liquidity event for shareholders
- Public company acquirer with global reach
- Management team retained to execute its vision

#### About ATP (Advanced Thermal Products)

Founded in 1985 in St. Marys, Pennsylvania, ATP is specialized in the design and manufacture of a broad line of products ranging from temperature sensing assemblies to PTC and NTC thermistors. As a leading market supplier well known for innovative techniques and superior services, ATP has built solid relationships with customers in a diverse range of industries. The company has also established a reputation for its reliability in providing exceptional customer service and complex customization.

#### Challenge

Driven by strong market demand, ATP experienced steady growth over the past years. To realize the potential opportunities both in the domestic and international markets, the company management was seeking to transition from a domestic to a global solution provider. As a family-owned enterprise whose second generation was uninterested in engaging in the business, the ATP shareholders were faced with several major challenges and they realized that timing and execution were critical factors.

#### Solution

Trudeau & Trudeau (T&T) had significant experience in this space and was selected by the ATP shareholders to explore their options. T&T began an effective and highly selective outreach program to identify the ideal potential strategic partners for ATP. The key criteria for the acquisition candidates included a strong international presence and available capital for growth. Spectrum Control, Inc. (NASDAQ: SPEC) was identified as one of the preferred acquirers. The management of Spectrum performed exceptionally during the due diligence and vetting process and was accordingly selected as the candidate to complete the transaction. All of the objectives of the ATP shareholders were achieved as they realized a favorable liquidity event while providing the management team with a capable financial and strategic partner to execute its vision.

#### About T&T

Trudeau & Trudeau Associates, Inc. (T&T) is a full service M&A firm that provides merger and acquisition, corporate finance and strategic consulting services to client companies and equity groups. Since its founding in 1982, the firm's philosophy has been to bring an organized and systematic approach to executing complex merger and acquisition transactions for their clients. T&T has affiliate offices located in Western Europe and Southeast Asia as well as a network of industry specialists.

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