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AIC Ventures Acquires Facilities from Aterian Investment Partners Portfolio Companies

AUSTIN, TX (January 11, 2013) – In two separate transactions, AIC Ventures, a private real estate investment fund manager, purchased a 94,000 square foot industrial facility in Houston, Texas from Bluewater Thermal Solutions (“Bluewater”) and a 144,000 square foot industrial facility in Chattanooga, Tennessee from Burner Systems International, Inc. (“Burner Systems”), both portfolio companies of Aterian Investment Partners (“Aterian”), a private equity firm. Bluewater Thermal Solutions is a leading provider of heat treating services and solutions to a number of North American manufacturing industries. Burner Systems is a leading global supplier of components, assemblies and system solutions for the gas appliance industry. AIC Ventures closed the acquisitions and simultaneously entered into long-term leases of the facilities with the companies.

“AIC is pleased to have been able to close both transactions with Aterian and their portfolio companies. By utilizing real estate sale leasebacks, these two portfolio companies were able to identify and monetize the equity tied up in their owned real estate assets,” stated Luis F. Medina, Managing Director of Acquisitions at AIC.

“We were very impressed with AIC Ventures’ professionalism, commitment and execution, especially considering the tight closing timeline for the Bluewater add-on transaction in which both AIC and Aterian were able to close in 16 business days. These non-core asset monetization transactions will free up additional capital for each of Bluewater and Burner Systems, and will facilitate accelerated investment in strategic growth initiatives, capital equipment, research and development and other similar value creation priorities,” stated Brandon Bethea, Partner at Aterian.

AIC Ventures has acquired more than 20 office and industrial buildings in the last eighteen months. In 2012, the firm raised its ninth fund, for which it expects to make approximately \$275 million in total acquisitions.

About AIC Ventures

AIC Ventures is a leading provider of alternative capital to middle-market companies via real estate sale leaseback transactions. With over \$1.1 billion in completed transactions, AIC Ventures structures innovative corporate finance solutions for companies that need to strengthen their balance sheets, fund growth initiatives including acquisitions, fund succession planning and/or support other strategic initiatives. The company has closed 138 transactions in 29 states. For more information, visit www.aicventures.com.

About Aterian Investment Partners

Aterian Investment Partners is a private equity firm focused on providing capital to market leading small-to-middle businesses across a broad range of industries that represent unique situations, turnarounds, or otherwise are opportunities to collaborate with management to optimize profitability. Aterian targets businesses generating \$25 million to \$500 million in annual revenues with strong, proven franchises. Aterian's principals have extensive experience investing in complicated and operationally intensive situations including corporate carve-outs, restructurings both in and out of bankruptcy, and strategic investments necessary to build and enhance value for all stakeholders. Aterian will use its fund to invest in both control and non-control situations across the capital structure in addition to bridging the entire purchase price, thereby providing sellers the utmost speed and certainty of closing. For more information, visit www.aterianpartners.com.