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Dallas company acquired by NY investor

By Jeff Bounds /Staff Writer

Trinity Consultants, a Dallas environmental consulting firm, has been acquired by a New York private-equity investor, with management and many employees chipping in as well.

Terms of the deal with Sentinel Capital Partners weren't disclosed.

Eric Bommer, a partner at Sentinel, says Trinity's founder, Richard Schulze, had most of his net worth tied up in the business, and needed a way to get some liquidity for estate-planning purposes. As part of the transaction, Schulze has left the company and will be replaced in the CEO role by president Jay Hoffman.

Schulze "was one of the pioneers in this industry and built a wonderful company," Bommer says. "We're honored he had the confidence and trust in us to be good stewards of a business he created."

Formed in 1974, Trinity helps Fortune 500 companies comply with federal, state and local air-quality regulations. It specializes in the energy, manufacturing, industrial and utility sectors.

In addition, it provides a range of related services, including environmental health and safety staffing, and information management, training and environmental modeling software.

Bommer says Trinity also has a small but growing business in helping companies monitor carbon dioxide emissions. "Trinity is in a good spot to expand that as part of its suite of services."

The company has more than 270 employees in 24 offices, along with 200 consultants.

Bommer declines to reveal how much revenue Trinity generates, but does say that Sentinel invests in businesses with between \$25 million and \$200 million in sales. Its target companies also need to have between \$5 million and \$25 million in operating profit, and have good growth prospects.

MHT Partners, a Dallas boutique investment bank, represented Trinity in the transaction.

Web sites: www.trinityconsulting.com and www.sentinelpartners.com