# Dossier: GREYCLIFF INDUSTRIES INC

## SBIR Award Details

**Award Title:** N/A

**Amount:** $174,590.00

**Award Date:** 2024-01-18

**Branch:** NAVY

## AI-Generated Intelligence Summary

**Company Overview:**

Greycliff Industries Inc. appears to be a holding company with a focus on acquiring and managing aerospace and defense businesses. The primary business model is to consolidate fragmented segments within the defense supply chain, aiming to create efficiencies and improved performance for the Department of Defense (DoD) and other government customers. Greycliff positions itself as a strategic partner to acquired companies, offering operational expertise, capital investment, and access to a broader network to accelerate growth and enhance technological capabilities. Their unique value proposition likely lies in their operational expertise within the defense industry and their ability to act as a bridge between smaller, specialized companies and larger government contracts, thereby streamlining processes and improving the overall value delivered to the DoD.

**Technology Focus:**

* Greycliff's strategy involves acquiring companies across diverse areas like advanced materials, precision machining, and specialized engineering.
* Given the holding company structure, their technology focus is broad, encompassing the specific technologies and products of its portfolio companies, likely ranging from high-performance alloys to advanced sensor systems and precision components for aerospace and defense applications.

**Recent Developments & Traction:**

* May 2024:\*\* Greycliff announced the acquisition of Pacon Manufacturing Corp., a provider of machining services for the aerospace & defense industries.
* November 2023:\*\* Greycliff acquired Sancera Engineering, a designer and manufacturer of complex components for the defense, aerospace, and medical industries.
* Greycliff Industries has been actively pursuing acquisitions in the aerospace and defense manufacturing sectors, demonstrating a clear strategy for growth and market consolidation.

**Leadership & Team:**

Information on key leaders is limited. Extensive research did not uncover specific names beyond public statements about leadership's "operational expertise" and "decades of experience" in the defense industry. More information is needed for a full assessment of the team.

**Competitive Landscape:**

Primary competitors include other private equity firms and holding companies focused on the aerospace and defense sector, such as AE Industrial Partners, and Arlington Capital Partners. Greycliff's key differentiator potentially lies in its focus on the lower middle market and its operational expertise, allowing it to drive value creation within smaller, more specialized defense suppliers.

**Sources:**

1. [https://www.greycliffindustries.com/](https://www.greycliffindustries.com/) (Official Website - Provides general company information and acquisition announcements)

2. [https://www.prnewswire.com/news-releases/greycliff-industries-llc-acquires-pacon-manufacturing-corp-302137020.html](https://www.prnewswire.com/news-releases/greycliff-industries-llc-acquires-pacon-manufacturing-corp-302137020.html) (Press Release - Pacon Manufacturing Acquisition)

3. [https://www.businesswire.com/news/home/20231113005294/en/Greycliff-Industries-LLC-Acquires-Sancera-Engineering](https://www.businesswire.com/news/home/20231113005294/en/Greycliff-Industries-LLC-Acquires-Sancera-Engineering) (Press Release - Sancera Engineering Acquisition)