



Contact Information

InterOcean Advisors LLC
117 North Jefferson Street
Suite 205
Chicago, IL 60661

www.ioadvisors.com

Industry Focus

InterOcean has advised many companies in the Capital Equipment industry, including those producing equipment for material handling, manufacturing, mobile agriculture and construction, and control and measurement applications. Our industry focus facilitates the identification of important industry and market trends, enabling us to anticipate issues that often arise related to valuation, transaction structure and other key deal terms. Moreover, our emphasis on building relationships with private equity groups, industry participants and lenders focused on the Capital Equipment industry offers particular relevance for owners and management teams seeking a capital transaction.

Capital Equipment Team Leaders

- **Nick Newlin ***
Managing Director
312.698.6918
nnewlin@ioadvisors.com
- **Bob Wujtowicz ***
Managing Director
312.698.6904
rwujtowicz@ioadvisors.com
- **Mike Szymaszek**
Senior Consultant
262.720.0779
mszymaszek@ioadvisors.com

Representative Capital Equipment Clients

Prior clients have served a wide range of end markets, including aerospace and defense, agriculture, construction, mining, steel processing and production, and transportation.

Phillips, WI



Fruehauf Trailer Corporation

Manufacturer of high-speed corrugating and sheeting machinery

Peoria, IL



Caterpillar, Inc.

Manufacturer of construction, mining and rail equipment

Spring Lake, MI



Ground Heaters, Inc.

Designer, manufacturer, and distributor of portable hydronic surface and air heaters, used primarily in the construction industry



Firm Overview

InterOcean Advisors LLC is one of North America's leading specialty investment banks focused on serving middle market companies in the manufacturing sector. InterOcean advises corporations, private business owners, private equity groups and management teams, offering the following services:

- Mergers & Acquisitions
- Sale / Divestiture Advisory
- Private Capital Sourcing (Debt and Equity)
- Financial Advisory

Our suite of services is designed to create value for our clients by combining the sophisticated financial advice and extensive industry knowledge of experienced bankers with professionalism, integrity and senior level attention. InterOcean's senior bankers have over 100 years of collective M&A experience. Coupled with deep industry knowledge, this experience facilitates the identification of key value drivers, as well as qualified buyers and investors, thereby improving the likelihood of a transaction closing at a premium value and on a timely basis.

International Capabilities

InterOcean is the sole U.S. member of the Terra Corporate Finance Alliance, a growing international alliance of investment banks with operations in North America, South America, Europe, the Middle East, Africa and Asia. Through this network, InterOcean has a global reach uncommon for a middle market investment bank. It provides InterOcean with a platform for offering enhanced identification of, and access to, potential transaction parties around the globe.

Collectively, over the past few years, the Terra network has advised on more than 200 M&A transactions with a total value in excess of USD \$10 billion.

