



Contact Information

InterOcean Advisors LLC
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Industry Focus

InterOcean has advised many companies in the Distribution & Business Services sectors, including value-added distributors, information services providers and outsourced manufacturing/treatment services providers. This experience 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 Distribution & Business Services sectors offers particular relevance for owners and management teams seeking a capital transaction.

Distribution and Business Services Team Leader

- **Bill Doepke ***
Managing Director
312.698.6906
wdoepke@ioadvisors.com

Representative Distribution and Business Services Clients

Prior distribution and business services clients have served a wide range of industries, including aerospace and defense, automotive, consumer products, testing/instrumentation, and resource planning.

Muncie, IN



Magna-Tech Manufacturing

Provider of vacuum impregnation sealing solutions for both cast metal and electronic components principally to the automotive industry

Tuscaloosa, AL



The Westervelt Company

Provider of information services and satellite intelligence related to land resource management and conservation services

Elkhart, IL



R.B. Gustafson Co.

Designer, manufacturer and distributor of direct current, low voltage and decorative lighting to the recreational vehicle 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.

