



## Contact Information

InterOcean Advisors LLC  
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## Industry Focus

The InterOcean team has extensive experience in the Primary Metals sector, having advised mills, foundries, service centers, processors, casters, forgers and smelters. In addition, our Senior Consultants have extensive senior management experience with multiple, well-known mills and metal service centers. 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 Metals industry offers particular relevance for owners and management teams seeking a capital transaction.

## Representative Primary Metals Clients

Prior clients have possessed a wide range of capabilities, including melting and casting, forging, slitting, leveling, temper, cut-to-length, blanking, shearing, annealing, pickling, re-rolling/cold reducing and more.

*South Bend, IN*



**Steel Warehouse Company**

Steel service center providing processing services for production-ready steel to metal stampers, fabricators and manufacturers.

*Aurora, IL*



**Designed Alloy Products, Inc.**

Together with its affiliate, Alloy Rod Products, Inc., provides certified ingot to mills and foundries and wire rod products to industrial customers

*Columbus, OH*



**Worthington Industries**

Diversified metals manufacturing company with leading market positions in the steel processing, pressure cylinder and engineered cabs businesses

## Primary Metals Industry Team Leaders

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## 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.

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## 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.

