



ACT
CAPITAL
ADVISORS

Marine Heavy Haul & Heavy Lift Company

ACT Client #23201

Available for Acquisition

Company Overview

The Company provides solutions for lifting and transporting large, heavy, and complex structures for commercial, military, and governmental customers. Primary focus is on cargo movement by sea or inland waterway transportation, making it one of the few companies with heavy haul over water as a primary focus. The Company is nimble and versatile and has completed projects in shipyards, refineries, bridge moves, mine sites, and dams in 45 countries on five continents. Customers seek this company's expertise when the project is complex, challenging and beyond the capabilities of others. Services include engineering, equipment fabrication, equipment rental, and movement of heavy cargo.

Investment Highlights

Company Highlights:

- Worldwide reputation for engineering and execution of projects too complicated for others.
- Ability to provide heavy lift and heavy haul services in a marine environment with confidence and safety.
- Four locations around the country for close to the customer service ability.
- Extensive equipment rental inventory.
- In house Engineering and Fabrication to improve control over equipment design, lead time and cost.
- General liability insurance for waterborne moves that may extend to an acquirer for hard-to-get coverage.
- Management interested in continuing with a new entity to transfer knowledge and key customer relationships.
- Best in class field service personnel.

Advantages to Buyer:

- Reputation and engineering expertise of the founder
- New service line for buyer not already providing heavy haul over water
- Service line extension for buyer wishing to expand existing business
- Extensive equipment rental inventory

\$11.5MM 3-year Average Revenue	\$2.2MM 2-year Average EBITDA
26% 3-year Average Gross Margin	\$45.3MM Current Backlog and Pipeline

Interested parties should execute the Non-Disclosure Agreement (“NDA”) and return to ACT Capital Advisors with a written request to receive the Confidential Information Memorandum (“CIM”).

For additional information, please contact Ivan Trindev or Michael Vanderslice.

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