

## **Sale of Eskridge, Inc. to Ramsey Industries**

### **THE SITUATION**

In 2007, the owners of Eskridge, Craig Patterson and Lloyd German, decided it was time to transition the ownership of their business. Collectively, they owned 100% of the company and there was no formal succession plan in place. They had been approached by an interested strategic buyer, but wanted to make sure that they could maximize value.

### **THE CHALLENGE**

Because they operated in a niche market, the owners wanted to evaluate the company's strategic options and decided an advisor would be needed to assess value, bring the most qualified buyers to the table, and facilitate all aspects of the transaction. Eskridge engaged principals from CC Capital Advisors to serve as its advisor and find the most qualified potential acquirers.

### **THE ACTIONS**

The transaction team researched the industry, provided valuation guidance, developed an information memorandum, and identified a list of qualified buyers. After conducting several successful presentations and negotiating competitive bids, it was determined that a private-equity backed, industry participant would be the best fit for the company. The team coordinated due diligence, negotiated the terms of the transaction, and participated in documenting and closing the transaction in a timely manner.

### **THE OUTCOME**

Despite several challenges including a weakening global economy, the owners were able to exceed their valuation expectations. "We are very excited to announce the addition of Eskridge to the Ramsey Industries family. Our vision is to become a global leader in all of the markets we serve by providing innovative solutions to our customer's requirements with high quality, on-time and cost effective products. The acquisition of Eskridge brings us one step closer to the accomplishment of that goal." commented Bruce Barron, CEO of Ramsey Industries.

### **THE SELLER**

Eskridge, Inc. is a leading manufacturer of high-torque planetary gear drives, auger drives and multiple-disc brakes for OEM and aftermarket customers in the utility, construction, off-road mobile equipment, marine and other industrial markets. The company was founded in 1972 and is headquartered in Olathe, Kansas.

### **THE BUYER**

Ramsey Industries, founded in 1944, is comprised of two subsidiaries, Auto Crane and Ramsey Winch. Eskridge will now form a third subsidiary. Products are sold through a network of truck equipment dealers and OEMs to a diverse group of end-user markets including non-residential construction, oil and gas, towing and recovery, municipal, mining

and energy/utilities. Ramsey was purchased by Gridiron Capital, a Connecticut-based private equity firm, in April of 2007.

**ABOUT CC CAPITAL ADVISORS**

CC Capital Advisors is a Kansas City-based investment banking firm that specializes in mergers and acquisitions, corporate fund-raising, and financial and strategic planning for public and private corporations throughout the United States and abroad. As a division of Country Club Financial Services, Inc, a wholly owned subsidiary of Country Club Bank, CC Capital Advisors leverages the bank's exceptional local reputation with its global financial advisory capabilities.