

Brookwood Advises on Sale of AirWorx Construction Equipment & Supply

We are pleased to announce that Brookwood Associates advised AirWorx Construction Equipment & Supply, LLC, a portfolio company of Source Capital, LLC, on the sale of the Company to Management and Hammond, Kennedy, Whitney & Company, Inc. This engagement was Brookwood's second successful equipment rental transaction in the last year. The transaction illustrates the benefits of (i) the focus of our experienced senior bankers and (ii) our industry specific knowledge to achieve an attractive outcome in a challenging market.



SourceCapital | LLC

"We were very pleased with the outcome in a tough economic and banking environment. What impressed us most was Brookwood's detailed company due diligence; they learned everything about our business to avoid any surprises along the way. This focus is unique in our experience and helped us realize a "win-win" outcome for Management and Source Capital."

Thomas van der Meulen, CEO and Source Capital Operating Partner

About AirWorx: Founded in 1996 by Dick Kagy in Indianapolis, AirWorx is the largest independent aerial lift equipment rental company in its markets. The Company's substantial aerial lift equipment fleet and unique "one-stop" solution position it to address the broad equipment rental, sales and repair needs of its non-residential construction and maintenance customers.

About Source Capital: Source was established to make equity investments in mature, private "small-cap" companies. Source partners with exceptional management teams who are excited about the growth potential of their businesses and seek a financial partner to accelerate future expansion and drive strategic and operational improvement. Source maintains offices in Atlanta, San Francisco and Indianapolis.

About Hammond, Kennedy, Whitney & Company, Inc.: HKW is a private equity firm founded in 1903 and headquartered in Indianapolis, Indiana, with offices in New York, Chicago and Shanghai. Over the past 25 years, HKW has sponsored 31 platform management buyouts of small middle-market companies throughout North America, as well as 37 add-on acquisitions.

About Brookwood Associates: Brookwood was founded in 1989 and has grown to become one of the largest independently owned middle-market investment banking firms in the nation. Brookwood has 22 professionals, including seven Managing Directors, with offices in Atlanta and Charlotte. The firm offers merger, acquisition, corporate financing, restructuring, fairness opinion and other related advisory services.