



**For Immediate Release**  
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**ARLINGTON CAPITAL ADVISORS ADVISES ON SALE OF  
STEEL CITY, INC. TO BARNHART**

**Birmingham, AL** – April 4, 2013 Arlington Capital Advisors, LLC, a boutique investment bank that specializes in advising closely-held middle market businesses, announced today that it advised on the sale of Steel City, Inc. d/b/a Steel City Crane ("Steel City" or the "Company") to Barnhart Crane & Rigging Co. Arlington Capital Advisors acted as the exclusive financial advisor to Steel City on the transaction.



Based in Birmingham, AL, Steel City is a leading crane rental company providing specialized lifting services to a diverse industrial clientele throughout the Southeast and along the Gulf Coast. Steel City meets the lifting needs of its industrial customers with its fleet of 29 mobile hydraulic cranes, ranging in size from 8 to 600 tons of lift capacity, including all-terrain cranes, truck cranes and rough terrain cranes. Founded in 1949, Steel City currently operates crane yards in Pascagoula, Mississippi and Theodore, Alabama, outside of Mobile. The transaction will expand Barnhart's ability to serve heavy industrial customers in the coastal regions of Alabama and Mississippi.

"We were very impressed with the professionals at Arlington. We had been down this road before, but always found a reason not to sell. We needed a third party facilitator to keep our emotions from getting in the way." said Russell Moulton, Chairman of Steel City. "The outcome could not have been better, and we were very pleased that Barnhart presented the best offer. We share many of the same values and know that our good customers of the past 25 years will be well taken care of. I highly recommend Arlington Capital Advisors."

"Steel City is a great company with a strong history. This move is a very positive change for everyone involved," said Alan Barnhart, Chief Executive Officer of Barnhart.

"From the beginning of this engagement, our objective was to pair Steel City, its people, its equipment and its longtime customers with a complementary strategic partner," said John Goldasich, Vice President of Arlington Capital Advisors. "We feel very confident that we found such a partner in Barnhart Crane & Rigging, which shares common values with Steel City and is well-established to leverage the Company's leadership position for industrial lifting services on the Gulf Coast. We look forward to seeing the future successes of the combined companies."

Steel City Crane will continue to operate under its brand name as a wholly owned subsidiary of Barnhart.

## **About Arlington Capital Advisors**

Arlington Capital Advisors, LLC is a Birmingham-based boutique investment bank that specializes in providing middle-market businesses with M&A advisory services. Arlington focuses on sell-side and buy-side mergers and acquisitions, sourcing growth capital and other capital-centric strategic alternatives for businesses across a wide array of industries. Securities offered through Burch & Company, Inc. Burch & Company, Inc. and Arlington Capital Advisors are not affiliated companies. For more information on Arlington Capital Advisors, visit [www.arlingtoncapitaladvisors.com](http://www.arlingtoncapitaladvisors.com).

## **About Barnhart**

Established in 1969, Barnhart is headquartered in Memphis Tennessee and is a leading national supplier of heavy lifting and transportation solutions. The company has locations across the United States. Services also include heavy project cargo logistics, machinery moving, and plant relocations. Barnhart's Quality Management System is certified to the ISO 9001:2008 international standard and has been registered since 2000. For more information please go to [www.barnhartcrane.com](http://www.barnhartcrane.com).