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Harris Williams & Co. is pleased to announce that it acted as the exclusive advisor to Charter Brokerage, a portfolio company of Summit Park Partners, in connection with a recapitalization by Arsenal Capital Partners. The transaction, which closed on February 15, 2008, was led by [Bram Hall](#), [Ned Valentine](#), [Michael Bor](#), and [Joe Conner](#) from the firm's Richmond office.

Harris Williams & Co. has been one of the most active advisors in the third-party logistics (3PL) industry over the last two years and expects activity to remain strong. "The 3PL industry has grown considerably over the last decade with the increasing globalization of the world economy, and greater flow of goods has made port-related services particularly valuable," said Bram Hall, Managing Director and Head of the Transportation & Logistics Group at Harris Williams & Co. "Charter's management team has made the company one of the most critical cogs in the petroleum supply chain by helping its customers facilitate the movement of valuable petroleum products in and out of the United States."

Charter Brokerage ([www.charterbrokerage.net](http://www.charterbrokerage.net)) is one of the premier non-asset based third-party logistics providers to the North American petroleum industry. Charter offers an integrated array of information and port-related logistics services, including customs and export brokerage, compliance services, duty drawback consulting and claims processing, and administration of storage and distribution facilities for foreign-trade zone status jet fuel, to a diverse group of energy product importers and major airline customers.

Summit Park Partners ([www.summitparkpartners.com](http://www.summitparkpartners.com)) is a private equity firm with offices in Charlotte, North Carolina and New York, New York that invests in well established lower-middle market businesses with revenue between \$20 and \$200 million. SPP's focus industries include consumer and business services, value-added distribution, and light manufacturing.

Arsenal Capital Partners ([www.arsenalcapital.com](http://www.arsenalcapital.com)) is a New York-based private equity firm that makes investments in specialty industrial, healthcare, and financial services companies. Arsenal makes investments in sectors where the firm has prior knowledge and experience, and targets businesses that have the potential for further value creation by working closely with management to accelerate growth and leverage the firm's operational improvement capabilities. Arsenal currently has \$800 million of committed equity capital.

Harris Williams & Co. is one of the largest mergers and acquisitions advisory firms in the country focused exclusively on the middle market. Harris Williams & Co. represents private equity groups as well as publicly and privately held companies worldwide. For more information about Harris Williams & Co., please visit [www.harriswilliams.com](http://www.harriswilliams.com).

Merger and acquisition services are provided by Harris Williams LLC, a registered broker-dealer and member [FINRA](#) and [SIPC](#). Harris Williams & Co. is the trade name under which Harris Williams LLC conducts its business.

*For general inquiries, please contact Marketing Director, [Kimberly Baker](#), at 804-648-0072.*