



## Harren Equity Partners Exits Investment in A&A Transfer, LLC

CHARLOTTESVILLE, Virginia, January 18, 2022 – Harren Equity Partners, a private equity firm dedicated to the middle market, is pleased to announce that it has exited its investment in A&A Transfer, LLC (“A&A”) through a sale to MEI Rigging and Crating, LLC (“MEI”), a portfolio company of Dorilton Capital.

Headquartered in Chantilly, VA, A&A provides rigging and lift solutions to a diverse client base, complete with logistics management, handling, storage, and transportation services for heavy capital assets. Founded in 1965, A&A has established an industry-leading reputation for operational excellence serving clients in a variety of industries, including data center, industrial, commercial, and government end-markets. For more information about A&A, please visit [www.aarigging.com](http://www.aarigging.com).

Since Harren partnered with A&A’s leadership team in February 2020, A&A swiftly and successfully executed numerous strategic initiatives. During the partnership, Harren supported the leadership team in (i) the development of A&A’s sales and marketing function, (ii) improving IT systems and reporting functionality, (iii) expanding the executive leadership team, (iv) diversifying customer end markets, and (v) expanding into adjacent geographies. A&A executed these initiatives while increasing margins, revenue, and market share.

“Starting with our first meeting, the Harren team dedicated the time and effort to really learn the nuances of our business, which proved critical to the ultimate success of the partnership. Throughout Harren’s ownership, their team would consistently roll up their sleeves to work alongside our leadership group on a wide variety of strategic initiatives and projects, ensuring meaningful and efficient progress towards our objectives. Most importantly, the team at Harren was always responsive, thoughtful and supportive. Despite unique challenges brought on by the COVID-19 pandemic, Harren and A&A’s combined efforts led to a successful partnership and growth at A&A” commented Maroon Ohanian, CEO of A&A.

Joel Carter, Partner at Harren Equity Partners, stated that “Harren’s successful investment in A&A resulted primarily from the incredible work performed by Maroon Ohanian and the entire leadership team. Their dedication to world-class operational execution and customer satisfaction foundationally supported the growth of A&A during our partnership. On behalf of the entire Harren team, we wish A&A, as well as MEI, the very best in their future endeavors.”

Terms of the transaction were not disclosed. Houlihan Lokey acted as exclusive financial advisor to A&A. Kirkland & Ellis served as legal counsel to A&A.

Harren Equity Partners is a Charlottesville, Virginia based private equity firm dedicated to the growth and development of industry-leading companies through the creation of strong partnerships. Harren's strategy is to create long-term value by improving operational performance, providing in-depth strategic analysis, and executing a plan in partnership with portfolio company executives. Harren professionals take time to learn the business from the beginning of the investment process, develop and implement a strategic business plan, and support management with the increasingly complicated decisions associated with growing a business. Harren is currently investing its third fund and seeks investment opportunities of companies with enterprise values ranging from \$50 million to \$300 million operating in the following industries: Manufacturing & Distribution, Healthcare Services, Business & Technology Services and Industrial Services.

For more information about the transaction or Harren Equity Partners, please visit [www.harrenequity.com](http://www.harrenequity.com) or contact Joel Carter at 434.245.5800.