



RLJ EQUITY PARTNERS



## ***NEWS RELEASE***

### **For Immediate Release**

#### **ROBERT L. JOHNSON AND RLJ EQUITY PARTNERS LLC ANNOUNCE THE FORMATION OF RLJ THOMPSON TRUCKING**

*RLJ Thompson Trucking is a leading provider of industrial logistics solutions, serving both commercial and governmental customers in the Mid-Atlantic region*

**BETHESDA, MD//JANUARY 3, 2013//**Robert L. Johnson, founder and chairman of The RLJ Companies and chairman of RLJ Equity Partners, LLC, today announced the acquisition of R. Thompson Trucking, Inc. from Linx Capital Partners.

"RLJ Thompson Trucking is the leading transportation company in the Mid-Atlantic," said Johnson. "We are pleased to partner with a company that has earned a reputation as one of the safest and most reliable carriers in the region. Thompson is a trusted brand and we are delighted and look forward to working with Richard L. Thompson, the president and CEO, to further expand the company's presence throughout the country. My goal is to make RLJ Thompson the largest minority owned transportation company in the country," he concluded.

"We are excited to partner with Rick Thompson and the senior management team of Thompson Trucking, and we look forward to expanding the Company's geographic footprint throughout the Mid-Atlantic and Southeastern states," said Rufus H. Rivers, managing partner of RLJ Equity Partners, LLC. "Under Rick's leadership, the Company has proven its ability to grow both organically and through acquisitions, and we look forward to continuing this impressive growth trend."

"We are delighted to join with RLJ Equity Partners and we are confident that we will continue to thrive and expand our national presence in the industry with RLJ's management and expertise," said Rick Thompson, president and CEO of RLJ Thompson Trucking. "I am incredibly proud of the company's solid reputation and our diverse customer base and I strongly believe our partnership with RLJ is a catalyst for significant growth and future success within the industry."

RLJ Thompson Trucking is a regional trucking company serving a diverse group of industrial and municipal customers, including aggregates companies, industrial recyclers and waste collection and disposal companies primarily in Virginia and northern North Carolina. With a fleet composed of over 150 tractors, 100 dump trucks and 500 trailers, RLJ Thompson hauls a wide range of commodities including aggregates, scrap metal, non-hazardous waste, salt and snow for its customer base.

Western Reserve Partners LLC served as the exclusive financial advisor to R. Thompson Trucking, Inc., in its sale to RLJ Equity Partners, LLC. The transaction closed on December 31, 2012.

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**About RLJ Equity Partners**

*RLJ Equity Partners is a middle-market private equity firm focused on generating long-term capital appreciation by investing in profitable and growing businesses led by strong management teams. Founded in 2006 by Robert L. Johnson and managing partner Rufus H. Rivers in partnership with The Carlyle Group, RLJ originates structures and invests in traditional buy-outs, recapitalizations, and growth capital infusions. RLJ Equity Partners is a portfolio company of The RLJ Companies. For additional information please visit: [www.rljequitypartners.com](http://www.rljequitypartners.com).*

**About RLJ Thompson Trucking, Inc.**

*RLJ Thompson Trucking, Inc., a minority owned company, provides bulk materials and waste hauling services to clients ranging from construction companies and other independent contractors to municipal governments throughout the Mid-Atlantic region. Family-operated since 1948, Thompson has received several safety awards that have bolstered its reputation as the safest, most reliable carrier in the region. For additional information visit: [www.thompsontruckinginc.com](http://www.thompsontruckinginc.com).*

**About Western Reserve Partners LLC**

*Western Reserve Partners LLC provides M&A, capital raising and other financial advisory services to middle market companies across a variety of industry verticals, including specific segments in industrial, business services, consumer, healthcare, technology and real estate. With over 30 professionals in three offices (including affiliates), Western Reserve delivers thoughtful advice, keen market insight and superior execution to its clients, nationally and internationally, and its managing directors average nearly 30 years of experience and have directly executed more than 600 transactions.*

*Western Reserve is a member of M&A International, the world's largest alliance of investment banking firms, as well as World Services Group, a global consortium of middle market focused law firms and other advisors, which provides unparalleled access to global companies and investors. It is a FINRA-member broker/dealer and member of SIPC.*

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