



MEDIA CONTACT:

Meredith Fletcher
404.316.8330 mobile
404.350.1678 office
Meredith@PRbyFletcher.com

Brown Trucking Acquires West Brothers' Companies

ATLANTA, Nov. 5, 2010 –James Brown Contracting, Inc. (Brown Trucking), a Southeast dedicated short-haul truckload carrier, has acquired Durham, N.C.-based West Brothers' Companies (West), a provider of transportation, logistics and leasing of commercial fleet services in the Southeast.

West includes four companies: dedicated trucking company West Brothers' Transportation Services, Inc.; subsidiary West Brothers' Transportation Solutions, LLC, a provider of global freight brokerage services; Logistics Leasing, LLC, an asset-based full-service truck leasing and maintenance company; and West Logistics, Inc., a provider of contract warehousing and distribution services. Each West entity will become a division of Brown Trucking. Current owners Craig West and Tommy West will exit the business.

The West transaction means Brown Trucking has acquired three additional lines of business: warehousing, contract leasing and maintenance, and brokerage. Additionally, the dedicated carrier brings 220 trucks and 600 trailers into the fleet. Brown Trucking now has a combined total of 810 trucks and 3,500 trailers.

“Combining forces with West will diversify our customer concentration across industries, enable us to expand our service offerings and provide significant cross-selling opportunities,” said Brian Kinsey, CEO of Brown Trucking. “West has built a strong business that fits well within Brown’s geographic footprint and will enable more efficient asset utilization. Our combined companies can now offer an integrated solution across the supply chain for customers in a variety of industries throughout the Southeast, expanding to other parts of the U.S. and Canada.”

West primarily works in verticals such as paper, construction machinery, personal care products, consumer packaging and pharmaceuticals. Brown Trucking has historically focused on service to the paper and packaging, major appliances, consumer packaged goods and building materials industries.

“The two companies have synergies in approach, management style and culture,” said Tommy West, Chairman and co-owner of West. “We’re confident this move is the right fit for the future of West and Brown.”

Investment banking firm Jacobs Capital, LLC represented West throughout the transaction. Wells Fargo Bank, N.A., acted as the primary lender with Hancock Capital Management and Hancock Life Insurance providing additional financing and equity. Barnes and Thornburg LLP acted as legal advisor for Brown, while Wyrick Robbins Yates & Ponton LLP provided legal counsel for West.

Brown Trucking is a portfolio company of Navigation Capital Partners (NCP), acquired in May 2008. In August 2010 Brown acquired Schrader Trucking Co., a Jefferson City, Tennessee-based regional truckload carrier with 95 trucks and 201 trailers.

“West has an outstanding reputation, a stellar safety record and a talented staff,” said John Richardson, board director of Brown Trucking and managing partner of NCP. “Adding asset light divisions to Brown, such as the warehousing and brokerage business lines, will increase growth opportunities as well as add value to Brown’s existing customers.”

“The addition of West will leverage the existing fleet and management teams of both companies, creating a stronger combined entity,” said O.G. Greene, board director of Brown Trucking and NCP operating partner. “Brown is well-positioned for growth as we continue our plan to build the leading provider in the Southeast.”

About Navigation Capital Partners

Navigation Capital Partners (NCP) is an Atlanta-based private equity firm making control growth and buyout investments in lower middle market companies. The managers of NCP formerly founded and managed Mellon Ventures, the private equity investment partnership of Mellon Financial Corporation. With the backing of Goldman Sachs Private Equity Opportunities Fund LP, NCP acquired the private equity portfolio of Mellon Ventures in December 2006. NCP currently manages approximately \$277 million of invested and committed capital. For more information, visit www.NavigationCapital.com.

About James Brown Contracting, Inc.

Lithonia, Ga.-based James Brown Contracting, Inc. (Brown Trucking) is a leading Southeast regional dedicated truckload carrier, and has been in business for more than 40 years. Brown Trucking is focused on the middle of the supply chain of our customer base, where time-sensitive delivery and information services are critical to our customers. We specialize in service to the paper and packaging, major appliances, consumer packaged goods and building materials industries. Also known as James Brown Trucking Co., the company operates 16 terminals in the Southeast and Mid-South region with 810 trucks and more than 3,500 trailers. For more information, visit www.BrownTrucking.com.

About West Brothers’ Companies

West Brothers’ Companies (West) is one of the leading providers of dedicated contract transportation, warehousing, logistics and transportation equipment leasing services in the Southeast. Headquartered in Durham, N.C., West has offices, distribution centers and maintenance facilities located in N.C., S.C., Ky., Fla., Tenn., N.J., and Calif. For more information, visit www.WestBros.com.

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