



## Tidewater Management Team Partners with Endeavour Capital to Buy Company

Monday, November 21, 2005

VANCOUVER, Wash. -- The management team of Tidewater Holdings, a major transportation company serving the transportation needs of the Pacific Northwest since 1932, announced today that in partnership with Pacific Northwest-based Endeavour Capital, it has purchased the company from an investor group led by an affiliate of Sterling Investment Partners of Westport, Connecticut. Terms of the transaction were not disclosed.

"With the commitment of our partners at Endeavour, we will be able to continue to serve the Pacific Northwest as we have for so many years," said Tidewater President Dennis McVicker. "Local ownership means that Tidewater's headquarters will remain in Vancouver, that employees will maintain job security, and that we will continue to serve the needs of our diverse and valued customers. We are committed to maintaining a high level of business ethics and integrity with an ongoing focus on safety, environmental protection, regulatory compliance and customer service. These priorities, which have served the company well over its 73-year history, will remain the focus of our attention."

Founded in 1932 by Lew Russell Sr., and subsequently owned by Lew Russell Jr. and Vancouver's Raymond Hickey, the company was sold to the Sterling led investor group in 1996. Headquartered in Vancouver, Wash., Tidewater has grown into the Northwest's largest river transportation company, with over 250 employees in Washington, Oregon and Idaho. The company's operating area spans 465 miles on the Columbia and Snake River System extending from the inland Port of Lewiston, Idaho, to the Port of Astoria, Ore., on the Pacific Coast. The transportation and terminaling company handles grain, refined petroleum products, liquid and dry fertilizers, and a wide variety of containerized freight. Tidewater also owns Sundial Marine, a marine construction and repair company located in Troutdale, Ore.

"The management and employees of Tidewater have always been, and continue to be, exceptional stewards of our river system," said Stephen Babson, Principal with Endeavour Capital. "They understand the unique environmental qualities of the Columbia and Snake rivers and are committed to operating in a manner that enhances the livability of the Pacific Northwest for future generations. The local management team will continue the tradition of river stewardship that Tidewater, Foss, Shaver and the other tug and barge companies have maintained over the years, while providing superior service to our customers."

Portland-based Endeavour Capital, the largest private equity firm investing in Pacific Northwest companies, provided equity financing for the management buyout. Additionally, a consortium of banks, co-led by Bank of America and U.S. Bank, provided additional financing.

"The Tidewater management team is made up of dedicated professionals. I am delighted that they were able to partner with Endeavour Capital to purchase the company," said William Selden, former Chairman of Tidewater and a Partner with Sterling Investment Partners. "It has been a rewarding experience working with Tidewater and its managers over the last ten years."

McVicker added, "It has been a pleasure working with Bill Selden and the other investors that Sterling represents. They have given the management team and employees of this company a great opportunity to continue the 73-year tradition of serving the Pacific Northwest."



# NEWS RELEASE



## About Tidewater

Tidewater, founded in 1932, has evolved from a barge line primarily handling wheat into a multi-commodity transportation and terminaling company serving the diverse transportation needs of the Pacific Northwest. Headquartered in Vancouver, Wash., Tidewater has five strategically located terminals capable of handling a wide range of cargos and intermodal connections. Terminals are located in Vancouver, Pasco and Clarkston in Washington, as well as Boardman and Umatilla in Oregon. Tidewater also owns Sundial Marine, a full service shipyard engaging in new construction and repair work, located in Troutdale, Ore. Tidewater is a member of American Waterways Operators (AWO) and has achieved certification as an AWO Responsible Carrier in recognition of its safety programs and environmental stewardship. More information about the company can be found at [www.tidewater.com](http://www.tidewater.com).

## About Endeavour Capital

Founded in 1991, Endeavour Capital is the largest private equity firm investing in Pacific Northwest-based companies, with equity funds under management of \$450 million and revenues of current portfolio companies exceeding \$2 billion. Endeavour's mission is to find and develop business opportunities where its contribution of capital, support, expertise and the patience of a long-term view, will result in superior returns to its partners and investors. The majority of Endeavour Capital's equity funds are committed from limited partners based in the region. More information about Endeavour Capital can be found at [www.endeavourcapital.com](http://www.endeavourcapital.com).

## Contacts:

Dennis McVicker, Tidewater Holdings  
360-693-1491

Stephen Babson, Endeavour Capital  
503-223-2721

William Selden, Sterling Investment Partners  
203-226-8711