

# Bob O'Dea

Professional Crane Inspections (PCI) Owner

Founded 1989

My name is Bob O'Dea, and I am the former owner of Professional Crane Inspections in Washington State. I started with PCI as a tech 25 years ago and was eventually able to buy it and grow it into a successful regional crane firm. Over the years, we were able to develop extensive client, vendor and employee relationships. Like most business owners, PCI was like a child to me and I never planned to leave.

I was fairly convinced that I would never find a company that I could trust to take over my operations. A company whose vision I shared, and who would take care of our most critical asset - the people.

PCI has had many lucrative buyout offers over the years, but none of them seemed like the "right fit". The larger, national companies wanted us out of the way due to our regional market dominance, and smaller companies wanted to come in, take over our loyal client base, and change everything.

Then I met Austin and Eric from Crane Tech. It took me a long time to even call them back, but eventually I agreed to meet with them and see what they had to say. This was the smartest business decision I have ever made.

It didn't take long for me to realize that their combination of true passion for the industry, endless energy, and their "people-focused" approach was exactly what PCI needed to continue growing. In addition, their fundamental humanity, honesty and decency further convinced me that my employees and clients would be safe in their hands. I agreed to sell PCI to Crane Tech.

The sale process was straightforward, transparent and very fair. The negotiations were friendly, open and reasonable. The contract was clear and unambiguous, and there were no surprises at all. The entire transaction was smooth and painless.

The corporate transition was successful as well. The employees soon realized that the company was benefiting greatly from the acquisition, their personal benefits were getting better, and the future was very bright.

Steel River and CraneTech has taken great care of my employees, they have taken very good care of my clients, and they have taken care of me and my family. They did absolutely everything they said they were going to do - and in today's business world, people who keep promises are rare indeed.