

## Gus J. Bourgeois, III Shareholder, Business Group

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Gus Bourgeois is a Shareholder in the Business Group, having joined the firm in October 2006 after serving for five years as corporate and transactional counsel for a publicly traded international transportation and logistics company. His practice involves a wide variety of corporate transactions, including the acquisition, financing and disposition of business entities through asset and stock purchase transactions; entity selection and formation; sales of debt and equity securities, negotiation and drafting purchase agreements; employment agreements, licensing agreements and other contracts; and general corporate matters. His clients range in size from small, start-up businesses to large, established enterprises with international operations.

In addition to Gus's general corporate practice, he has substantial experience in the domestic and international transportation and logistics industry, having represented freight forwarders, freight transportation brokers, carriers, logistics providers, manufacturers and shippers in connection with air, surface and maritime transportation and logistics matters. Such matters include negotiating and drafting various transportation and warehousing contracts as well as long-term 3PL, 4PL, vendor-managed inventory and "just-in-time" agreements.

Prior to joining BoyarMiller, Gus practiced law in Louisiana for seven years, including three years as an Assistant Attorney General representing the Office of State Police in its Gaming Division (corporate section). He firmly believes his past experience as both corporate counsel and corporate client helps him to better understand the needs of his clients from a legal, business and personal perspective, so that he can provide efficient and practical solutions to fit their needs.

### EDUCATION

- JD, Louisiana State University Law Center
- BA, History, Louisiana State University (cum laude)
- BA, Psychology, Louisiana State University (cum laude)



### AFFILIATIONS

- Houston Bar Association, Fee Dispute Committee
- Texas Bar Association
- Louisiana Bar Association
- Transportation Lawyers Association
- Council of Supply Chain Management Professionals
- Business Development Institute, Vice President - Uptown Park Chapter

### RELEVANT REPRESENTATIVE MATTERS

#### BUSINESS CONTRACTS

- Experience representing various oilfield services companies in the negotiation and drafting of Master Services Agreements.
- Ongoing representation of a U.S.-based international transportation and logistics company in connection with its day-to-day legal functions, including regulatory issues



#### **BUSINESS CONTRACTS CONTINUED**

- Ongoing representation of a national manufacturer of heavy equipment in connection with its day-to-day legal functions, including negotiation of a long-term outsourcing of its parts distribution functions (warehousing, inventory management and transportation management) to a national third party logistics provider.

#### **CAPITAL FORMATION/PRIVATE PLACEMENT**

- Represented individual private investors in a purchase of stock of a real property appraisal company.
- Represented a Houston-based services company in connection with a \$28 million majority recapitalization with a private equity firm.

#### **CORPORATE FINANCE**

- Represented oil and gas technology company in its recapitalization with existing investors.

#### **MERGERS AND ACQUISITIONS**

- Represented a Houston-area renal care and dialysis clinic in the sale of the company to a private equity purchaser.
- Represented a plastic films and converted packaging products company in the sale of the company to a private equity purchaser.
- Represented Leading Edge Turbine Technologies, Inc. and its shareholders in connection with the sale of its assets in January 2010 to Dresser-Rand Group Inc. for initial consideration of approximately \$35 million. Leading Edge is headquartered in Houston, where it operates a service and repair facility for industrial gas turbines. The firm also assisted the shareholders in their employment contracts with Dresser-Rand.
- Represented the owners of a Houston, TX-based hydro excavation and industrial vacuuming services company in the sale of all the membership interests of the company for \$29.2 million.
- Assisted a national wholesaler of products and services for the multi-family apartment industry acquire a San Diego based company for \$7.5 million.