

Issue #69

RIGGS-ALLEN[®]

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REPORT

Your Source

Of Companies For Sale,

Acquisitions Wanted

& Financing Opportunities

Acquisitions Available

Companies available for sale or merger with revenues of at least \$1,000,000 or included as editor's choice.

MANUFACTURING Page 3

DISTRIBUTION Page 7

SERVICE Page 8

RETAIL Page 15

OTHER Page 18

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RIGGS/ALLEN® REPORT AT A GLANCE

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Functioning as a clearing house, the Riggs/Allen® Report creates a more efficient market for Investors, Sellers and Merger & Acquisition Intermediaries.

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Listings include a wide variety of businesses for sale or merger that have revenues of \$1,000,000 or larger and also include Acquisitions Wanted, Sources of Corporate Financing and Seeking Corporate Financing.

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Manufacturing

AVIATION MANUFACTURER AND RE
MANUFACTURER
REVENUE: \$48,000,000
PRETAX: \$4,280,000
PURCHASE PRICE: \$16,000,000
LOCATION: SOUTHEAST
CODE: 10653-I

METAL FABRICATOR WITH PRODUCT LINE IN
MINING INDUSTRY AND 2 PLANTS
REVENUE: \$23,000,000
PRETAX: \$4,500,000
PURCHASE PRICE: \$22,500,000
LOCATION: MID ATLANTIC
CODE: 10649-I

METAL FABRICATOR WITH PRODUCT LINE IN
MINING INDUSTRY AND 2 PLANTS
REVENUE: \$23,000,000
PRETAX: \$4,500,000
PURCHASE PRICE: \$22,500,000
CODE: 10650-I

WEST COAST ADDED-VALUE WHOLESALE
DISTRIBUTOR
REVENUE: \$16,000,000
PRETAX: \$3,000,000
LOCATION: ALL
CODE: 10645-I

CONVEYOR - MATERIAL HANDLING & CUSTOM
EQUIPMENT MANUFACTURER
REVENUE: \$12,000,000
PRETAX: \$2,000,000
PURCHASE PRICE: \$11,000,000
LOCATION: SOUTHEAST
CODE: 10644-I

HI END UPHOLSTERED FURNITURE
MANUFACTURER
REVENUE: \$11,000,000
PRETAX: \$1,800,000
PURCHASE PRICE: \$10,500,000
LOCATION: SOUTHEAST
CODE: 10643-I

Acquisitions Available

Partners disagree established over 20 years
SIC:3721 Code:10653-I

This metal fabrication company has a plant in the Mid-Atlantic area and the Southeast. They fabricate equipment for their own products as well as serving as a job shop mostly for heavy gauge steel. Engineering staff in place. Real estate available for an additional \$6 Million. This company has been established for 30 years and the retiring owner ONLY wishes to speak with strategic buyers at this time.
SIC:359998 Code:10649-I

This metal fabrication company has a plant in the Mid-Atlantic area and the Southeast. They fabricate equipment for their own products as well as serving as a job shop mostly for heavy gauge steel. Engineering staff in place. Real estate available for an additional \$6 Million. This company has been established for 30 years and the retiring owner ONLY wishes to speak with strategic buyers at this time.
SIC:344401 Code:10650-I

Excellent platform company to enter this steel product field with Multi-state expansion potential with existing customers. Simple – low capital required to open additional production plants. Only 20 employees to do \$16 million, with plant capacity of \$20-25 million. Unique, proprietary methods have created strong foothold in lucrative specialty construction markets. The steel product is made from domestic recycled material and is a made-in-America, green business. Due to favorable cost - Offshore production is not a threat. Accounts receivable total approximately \$1,139,187, with assets of approximately \$1,225,816. 2007 \$3 million net (EBIT), with sales of \$16 million. Emphasis on positive work environment and employee satisfaction, with a high level of employee loyalty. Six excellent growth opportunities and thirteen competitive advantages.
3.3123E+11 Code:10645-I

This manufacturer has two divisions. They manufacture conveyor and material handling equipment for the electronics, automotive and other miscellaneous industries. The other division builds custom automated equipment for many industries and applications. They have developed new equipment using lasers which will help them double their sales in the next 2 years. Prior to 9-11, this company grossed \$24M and had \$6M cash flow. Owners work part-time. 20 engineering related employees on staff with total 80 employees. Seller prefers a strategic buyer.
SIC:353501 Code:10644-I

This furniture manufacturer is unique and is truly a niche company. They sell to interior designers and small upper end retailers through some reps. The company has very little costs associated with manufacturing or inventory. All cash flow is seen on the Tax Returns and is mostly shown as "Profit". Sales have increased every year and there is no threat from foreign competition. Very quick turn around on jobs. Very little marketing currently done. Owner is ready to retire. Prefer buyer who knows the furniture industry and financially qualified.
SIC:259901 Code:10643-I

Manufacturing

COMMERCIAL WHOLESAL BAKERY
REVENUE: \$10,000,000
PRETAX: \$735,000
LOCATION: SOUTHWEST
CODE:10639-I

FABRICATED METAL MANUFACTURING
REVENUE: \$8,520,436
PRETAX: \$923,081
PURCHASE PRICE: \$1,100,000 PLUS INVENTORY
LOCATION: MOUNTAIN STATES
CODE: 10660-I

MANUFACTURER OF SERVICE & UTILITY TRUCK
BODIES
REVENUE: \$7,700,000
PRETAX: \$1,300,000
PURCHASE PRICE: \$3,900,000 MINIMUM
LOCATION: WEST COAST
CODE:10658-I

SHEET METAL CONTRACT MANUFACTURING
REVENUE: \$5,800,000
PRETAX: \$1,050,000
PURCHASE PRICE: \$0
LOCATION: WEST COAST
CODE: 10657-I

MANUFACTURER/DISTRIBUTOR OF
ENVIRONMENTALLY SAFE CLEANING
PRODUCTS
REVENUE: \$5,586,880
PRETAX: \$782,163 (E2008)
LOCATION: WEST COAST
CODE: 10656-I

Acquisitions Available

Growing commercial Bakery - This company is a Growing Commercial Wholesale Bakery with gross revenues approaching \$10 million that is located in large metro area of the Southwest U.S.. Products are sold primarily to large supermarkets and restaurants under the company's own brand, or on a private label basis. Products consist of a niche line of breads, pastry items and bagels, are manufactured in the company's 40,000+ sq. ft facility. Excellent revenue growth. It has invested heavily in commercial bakery equipment and systems and is well poised and equipped to handle significant future growth. Equipment is valued by the owners at \$3 million. The owners have concluded that it best serves their long term goals better to divest themselves of their wholesale commercial bakery division, in order to focus on its core business. The business is listed unpriced. Prospective buyers will need to provide evidence of ability to close a transaction of this size.
SIC:500 Code:10639-I

This well established company offers total manufacturing solutions, including full-service metal machining, welding, assembly, and testing, as well as management services. It is ISO 9001:2000 Certified, has a trained, low cost, non-union workforce, and services industries such as Aerospace, Medical, Automotive, Military, and Construction Equipment. Capability to handle single pieces up to 7500 pounds. Facility has additional capacity and is available to purchase with the business. Owner retiring.
SIC:3599 Code:10660-I

The Company is in the niche market of manufacturing custom service and utility truck bodies for both regional fleets and individuals. The Company was founded in 1972 and has been under its current ownership since 1997. It designs, engineers, and produces high quality, specialty truck bodies to meet specific customer requirements. These highly engineered bodies are produced in limited quantity. The Company also offers 20 base models of truck bodies designed to fit either 1 or 1 ton chassis. The truck bodies manufactured are held to stringent quality standards meant to provide long-life and dependable service from the product. Popular options include: over-cab rack, conduit boxes, vise brackets, pipe holder, roll drawers, lift gates, locking systems, compartment lights, crane supports, and roller top bed covers. The Company is the recipient of numerous awards for quality and customer satisfaction.
SIC:3537 Code:10658-I

Sheet metal and machining for semiconductor, telecommunications, biomedical and solar industries.
SIC:3323 Code:10657-I

Founded in 2005, the Company develops, manufactures, and distributes environmentally safe cleaning products. Thus far, its products have been sold through both regional and national distributors, wholesalers, and retailers who offer products in the Paint Sundry, Lawn & Garden, and Household Chemical departments. In response to the growing need in the marketplace for a biodegradable and environmentally friendly alternative to abate mold and mildew, Company focused on their primary product as the first product to produce, promote, and distribute. Sales and revenues for 2006 and 2007 were to small retailers while the product was in the "Beta Testing Phase." The

Manufacturing

Acquisitions Available

MANUFACTURING & INSTALLATION OF BUILDING PRODUCTS
REVENUE: \$5,550,000
PRETAX: \$708,000
LOCATION: WEST COAST
CODE: 10655-I

PACKAGING PRODUCTS FACTORY DIRECT IMPORT WHOLESALE WITH REAL ESTATE
REVENUE: \$5,000,000
PRETAX: \$500,000
PURCHASE PRICE: \$1,540,000
CODE: 10654-I

PLASTIC INJECTION MOLDING COMPANY
REVENUE: \$4,500,000
LOCATION: MID ATLANTIC
CODE: 10652-I

MANUFACTURER OF OUTDOOR LAWN & GARDEN POWER EQUIPMENT
REVENUE: \$2,600,000
PRETAX: \$300,000
PURCHASE PRICE: \$1,400,000
CODE: 10651-I

ESTABLISHED MANUFACTURING COMPANY WITH OWN PRODUCT LINE
REVENUE: \$2,000,000
LOCATION: MIDWEST
CODE: 10646-I

projections for 2008 are based on the Company's new contract and roll out with Home Depot this year. 2009 projections are based on sales to Home Depot and Wal-Mart, with whom the Company is negotiating and is hopeful will be completed by mid year and roll out in 2009.
SIC:508703 Code:10656-I

Started in 1993, specializing in garage doors, siding, windows, doors, texture coating, and sliding glass doors. Company manufactures vinyl shutters onsite and has a private label line of windows it does not manufacture. It provides consultation and design services as well as installation of its products. It has grown from a 2-person company to employing over 50 personnel. Company has experienced financial growth with sales growing from \$1MM in its first year to over \$5MM today. It primarily serves the Southern California region.
3.9995E+11 Code:10655-I

This Company had established over 16 years, they mainly sell packaging products which they import direct from their own manufactory at Overseas, then wholesale to wholesalers and commercial in U.S. with simple 12 lines of products: such as Grocery plastic bags, Storage bags, Multi use Tapes, Masking Tapes, Duct tapes, Storage bags, Kitchen /Trash bags, Zip-lock bags, Paper bags, Stretch Wraps, Machine wrap, Food wrap, Hand wrap and foil. They also distribute Napkins and Tissues. Price on Business is includes: \$700K of Inventory and \$250k Assets. Price on Real Estate: \$ 1.7M (15K sq.ft Building set on 30K sq.ft lot). Will not sell seperated.
SIC:2821 Code:10654-I

The Company specializes in manufacturing injection molded plastic products and related items primarily for military, automotive, medical, plumbing and industrial applications. It is located in the Mid-Atlantic region and has an established operating history that spans over 45 years. The Company is ISO 9001:2000 and ISO/TS 16949:2002 registered. Employees are non-union. This is a high net margin business with excellent future growth opportunities. In 2007, the Company had over \$4.2 million in revenue with over \$1 million in Normalized EBIT-DA.
SIC:3089 Code:10652-I

This company has been established for over 30 years and has an excellent reputation for quality. They have their own product lines, but also manufacture private label for large manufacturers of power garden equipment. Owner is in his 70's and is ready to retire. Numerous ways to reduce costs and increase cash flow. This business is also relocatable.
SIC:352401 Code:10651-I

Established conveyor company founded in 1974 which specializes in design and manufacturing of material handling equipment utilized by companies for production in both food and pharmaceutical industries. This company is well-positioned in the marketplace. It has maintained long-term relationships with majority of applicable Fortune 500 companies in food and pharmaceuticals industries. All engineering is CAD based. Excellent acquisition target for a buyer who will expand marketing effort and build new distribution channels.
SIC:3535-0000 Code:10646-I

Manufacturing

CNC MACHINING JOB SHOP
REVENUE: \$2,000,000
PRETAX: \$415,000
PURCHASE PRICE: \$1,650,000
LOCATION: SOUTHEAST
CODE:10647-I

MANUFACTURER OF EQUIPMENT FOR THE
METAL BRAZING INDUSTRY
REVENUE: \$2,000,000
PRETAX: \$250,000
PURCHASE PRICE: \$1,400,000 LOCATION:
SOUTHEAST
CODE:10648-I

PORTABLE BUILDING MANUFACTURING AND
RENTAL COMPANY
REVENUE: \$1,018,000
PRETAX: \$271,000
PURCHASE PRICE: \$1,090,000
LOCATION: MOUNTAIN STATES
CODE:10641-I

CNC MACHINE JOB SHOP FOR MEDICAL PARTS
& OTHER INDUSTRIES
REVENUE: \$1,010,000
PRETAX: \$440,000
PURCHASE PRICE: \$1,500,000
LOCATION: SOUTHEAST
CODE:10640-I

FOOD PRODUCTS MANUFACTURER
REVENUE: \$800,000
LOCATION: NORTHEAST
CODE:10659-I

WHOLESALES SILK FLOWERS & ACCESSORIES
W/O R/E
REVENUE: \$1,500,000
PRETAX: \$350,000-400,000
PURCHASE PRICE: \$1,500,000
LOCATION: UNITED STATES
CODE: 10635-I

Acquisitions Available

This company has been established over 10 years. The facility is owned personally by the Seller and is located in a very nice industrial park just outside a major Carolina city. 18 employees with skilled machinists. Company offers a variety of services to customers and is focused on quality as the customer list is hi end customers.
SIC:359998 Code:10647-I

This company is located in the southeast along the coast in a favorable place to live. The owner has some health problems which has prompted the need to sell. He has established his own product line and a seen sales increase the last couple of years without any true marketing effort. The products are know to be superior to the competition and at a favorable price. Some parts are out-sourced, but all engineering is in-house with a very talented staff. Located in an industrial park with a 20,000 SF building. Seller financing considered.
SIC:354801 Code:10648-I

Construction, sales and rental of quality portable buildings. Highlights include: stable earnings with substantial growth potential* market area boasts a thriving economy* earnings of over \$270,000* steady, recurring rental revenue* real estate also available for purchase
SIC:1542 Code:10641-I

This company specializes in making hard to make parts, many of which are for the medical industry. This results in higher than normal margins and profits. The owner is in his upper 60's and is ready to retire. The business is located in a very picturesque place to live. \$300,000 in finished parts is included with retail value of \$500,000. Owner owns the 14,000 SF facility and will rent it or sell it. Seller financing may be considered. This is a good business for a hands-on owner who is ready to grow a company quickly and make changes to the management despite the huge profitability.
SIC:354407 Code:10640-I

Manufacturer of breaded cheese hors' d'oeuvres'. Sales \$800,000. Opportunity for sales oriented organization market is huge.
SIC:2022 Code:10659-I

The business has established over 20 years, one owner. They purchase variety of Silk flowers, Plants, Baskets, Vases and hundreds of accessories products directly from importers and Manufactories then distributes to wholesalers / retailers. All cash based only. Products are sell thru their own routine customers locally .The company done No advertising and only by word of mouths and thru their repeat customers. Price on Business: \$500K + Inventory \$1.M+/- . Option to buy with or without Real Estate. Sellers are the Landlord.
SIC:500 Code:10635-I

Distribution

IMPORT AND WHOLESALERS TOILETPAPERS
REVENUE: 7,000,000
PRETAX: \$350,000 - \$400,000
PURCHASE PRICE: \$1,500,000
LOCATION: UNITED STATES
CODE:10638-I

IMPORT / DISTRIBUTION / SALES
REVENUE: \$2,964,561
PRETAX: \$5,893,431
PURCHASE PRICE: \$9,850,000
LOCATION: NORTHEAST
CODE:10637-I

MANUFACTURERS REP OF PUMPS, VALVES,
WATER HEATERS & MISC. WATER RELATED
REVENUE: \$2,500,000 PRETAX: \$420,000
PURCHASE PRICE: \$1,900,000 LOCATION:
SOUTHEAST
CODE: 10636-I

RECYCLING COMPANY AND WASTE
MANAGEMENT
REVENUE: \$57,000,000
PRETAX: \$8,238,740
PURCHASE PRICE: \$23,000,000
LOCATION: SOUTHEAST
CODE:10702-I

INSTALLATION OF WATER, SEWER & STORM
DRAINS REVENUE: \$30,000,000
PRETAX: \$2,300,000
LOCATION: WEST COAST
CODE:10695-I

Acquisitions Available

The business had established about 25 years, one owner. They import their Branded Toilet Papers products from Oversea's manufacturers. Their Products most are for Commercial use, portion are for residential. They sell to local Wholesalers and Distributors. All cash based, and some must pre-pay to " reserve " the orders. They do not accept credit, check or even unless form their established clients. They import about 1,000 + containers of Commercial and residential toilet papers / per year. Sell thru their own routine customers. The company has done no Advertising, they have No Salesperson, No Secretary, Just working with 3 loyal warehouse staffs to keep the business going . Building size: under 40 k sq.ft lot.(free standing). Suggested from Sellers, new owner should move the business to larger warehouse to accomodate on increasing valume of sales. Price on Business is: \$700K + Inventory of \$800K+/-.
SIC:500 Code:10638-I

Imports and distributes wide selection of high quality products in a unique growing niche industry. Operates in leased facilities with substantial office and storage space; single shift operation with stable, skilled, and very productive work force. Majority of sales are during the summer season with additional locations and significant repeat business. Recognized branded name with one of the highest margins in the industry. Well-established outlet network in 4 states. Current sales levels maintained with minimal marketing efforts. Experienced non-union work force. Excellent distribution efficiencies and cost controls. Additional mega stores for 'factory outlet' type sales.
SIC:500 Code:10637-I

This company has an exclusive representation with 16 of the finest manufacturers of parts and equipment that cater to the utilities and water related industry needs. The company has been established over 25 years and the owner is ready to start phasing in retirement. He will stay on for a couple of years in a part time capacity to ensure buyer a full transition of the clients. Staff of 7. Outstanding company. Real estate consisting of 5,000 SF is also available. Ideal buyer will have an engineering (electrical or mechanical) background or something similar. Seller financing will be considered.
SIC:509908 Code:10636-I

Growing company partner dispute causes sale
Code:10702-I

In business for over 15 years, the Company installs wet utility systems structures that include sewer manholes, sewer laterals, sewer pumps, force mains, water mains and appurtenances, pump stations, reduction stations, metering stations, backflow services, fire services, transmission mains, storm drain systems, concrete structures, rip rap, distilling basins, energy dissipaters, and storm water treatment systems. The Company performs projects for all of the major residential developers within the industry. With the knowledge and expertise of its employees, it is viewed as one of the best in the business. During the year the work force numbers 120 to 130 employees which include

Distribution

Acquisitions Available

laborers, pipeline operators, foremen, and support. Of these employees, over 50% have been with the Company for five years or more. Company focuses on assignments based in San Diego County.
SIC:1623 Code:10695-I

Service

Acquisitions Available

DRY UTILITY SYSTEMS CONTRACTOR
REVENUE: \$29,470,000
PRETAX: \$7,532,790
LOCATION: WEST COAST
CODE: 10694-I

The company is a utility contractor that specializes in the installation of underground dry utility systems, primarily gas lines in the Southern California area. The company has been established for over 20 years and the owners desire to achieve some liquidity. The company currently has over 40 crews that are complete with crew trucks, air compressors, welding equipment, and trailers capable of hauling as much as 2,500 (+/-) feet of polyethylene gas pipe to job sites as well. Crews are dispatched each day to various job sites in major metro counties. Most work is performed on pre-negotiated prices. Crews are supported with various boring machines, backhoe excavators, large dump trucks, low bed delivery trucks and other equipment. The company employs over 200 and has a fleet of 87 pieces of rolling stock and thousands of pieces of modern production equipment. The equipment is in excellent condition and has an approximate Fair Market Value of \$4,800,000.
SIC:1623 Code:10694-I

OIL & GAS SERVICES-4
REVENUE: \$20,000,000
PRETAX: \$6,000,000
PURCHASE PRICE: \$20,000,000
LOCATION: MOUNTAIN STATES
CODE: 10633-I

Provides roustabout construction and maintenance services for existing oil and gas production leases (processing plants, oil tank batteries, lease roads, and gathering lines). The company is on a 'first call' basis for all of its major customers. The trucking and crane division moves and install pump jacks and also provides moving services for workover and shallow depth drilling rigs. About 90% of all work is done on a time and material basis. Purchase must be for the company's shares. The management will stay on.
SIC: multiple Code: 10633-I

NON-EMERGENCY AMBULANCE SVC - HIGH
GROWTH OWNER- WILL RETAIN EQUITY
REVENUE: \$15,000,000
PRETAX: \$3,200,000 PURCHASE PRICE: \$
LOCATION: ALL
CODE: 10686-I

Strong performing non-emergency based ambulance svc with strong management team in place. Owner looking to retain equity post closing and help to continue their strong historical growth and earnings. Company has significant percentage of transports in several markets, and also has significant growth potential within other markets they service. Adding transports in these areas will drive even more profits and maximize fleet utilization. Modern and up to date fleet. Transport data and locations will be disclosed after confidentiality agreement executed. Excellent documentation, systems & process. This is a NICE one! Ambulance companies of this size do not come available very often. Our firm specializes in this industry and has other companies available, etc.
SIC: 4119, 4522 Code: 10686-I

COMMERCIAL PRINTER
REVENUE: \$13,000,000
PRETAX: \$836,000
LOCATION: WEST COAST
CODE: 10685-I

The Company processes weekly and other time sensitive materials. Diversified customer base—no concentration issues. State-of-the-art equipment.
SIC: 2754 Code: 10685-I

The Company has been providing mission critical voice and data

Service

HOMELAND SECURITY COMMUNICATIONS SERVICES
REVENUE: \$9,489,476
PRETAX: \$1,320,371
LOCATION: WEST COAST
CODE: 10706-I

PACKAGING SERVICES / FULFILLMENT AND STAFFING SERVICES COMPANIES
REVENUE: \$8,000,000
PRETAX: \$900,000 PURCHASE PRICE: \$6,500,000
LOCATION: SOUTHEAST
CODE: 10705-I

EQUIPMENT LEASING & OIL FIELD SERVICE CO.
REVENUE: \$7,566,228
PRETAX: \$3,237,904
LOCATION: SOUTHWEST
CODE: 10704-I

GLASS SERVICE BUSINESS
REVENUE: \$6,615,286
PRETAX: \$385,722
LOCATION: MOUNTAIN STATES
CODE: 10703-I

SOUTHWEST FLORIDA DOOR AND WINDOW MANUFACTURER,
REVENUE: \$5,000,000
PRETAX: \$581,000
PURCHASE PRICE: \$3-6X EARNINGS
LOCATION: SOUTHEAST
CODE: 10634-I

GAS / SNACK
REVENUE: \$4,841,280
PURCHASE PRICE: \$209,000
LOCATION: ALL
CODE: 10701-I

Acquisitions Available

communications support to State and Local Government entities for over twenty years.
SIC: 4812 Code: 10706-I

This package deal includes a 170,000 SF building appraised at over \$2 Million, a \$6 Million/yr packaging services company and a staffing services firm (only sold as a package and at firm price). Excellent location near 2 major interstates with an abundant supply of low wage labor. The company offers full service packaging services. 2007 and 2008 are its best years ever. One partner is retiring and the other younger partner wants to take some equity out of the company.
SIC: 738988 Code: 10705-I

This equipment leasing and field services company primarily serves the oil and gas well drilling market. With approximately 50% of the revenue from equipment rental and the rest derived from services, the company is positioned to sustain growth and profits through strong demand within the energy sector. The company has been able to secure long lasting relationships (Average customer tenure of 8 years) through its reputation for excellent service, fast response, and proactive agreements.
SIC: 3533 Code: 10704-I

Commercial and residential accounts. Established 50+ years. Trained, experienced staff. Full-service construction and repair capabilities. Multiple locations. Real estate valued at approximately \$1,000,000 (subject to appraisal), is available to purchase with business.
SIC: 5211, 5231 Code: 10703-I

Southwest Florida manufacturer, reseller and installer of windows and doors and hurricane protection products is offered for sale. Profitable "S" corporation operating since 1992 and successfully manufacturing since 1994. Long-term customers include homeowners and local general contractors. Business enjoys excellent word-of-mouth to secure new customers and service existing business. Significant opportunity for growth through increased efficiencies in cost accounting, manufacturing and marketing. Includes sale or lease of over 20,000 sf of manufacturing, sales and warehouse space. Two retail locations and over 20 non-union employees. Deal is presented as an "Open to Offer" basis, and all reasonable offers will be given careful consideration.
SIC: 5211 Code: 10634-I

Great highway loc. approx. 50 k cars per/yr. Franchise, pay at the pump, gas / snack shop. Pumps appr. 88,537 p/ mnth @ 12 C Pool Margin. Diesel appr. 9,700 p/mnth @ .25 c pool margin. Snack shop avg. \$11,000 p/mnth apr 35% mark up. Needs owner to be hands on. 2 bays rented out at 2,700 p/mnth. Could be converted to Dunkin Donuts, Kiwi Farms, 7-11. Behind building could have a car wash. Has applied for lotto, money gram.
SIC: 33750 Code: 10701-I

This Company's sales have grown to almost \$5 million from \$2 mil-

Service

STRUCTURAL, CIVIL, MECHANICAL, ELECTRICAL
& PLUMBING ENGINEERING; INSPECTIONS;
LAND SURVEYING
REVENUE: \$4,761,935
PRETAX: \$770,802
LOCATION: CENTRAL SOUTHERN
CODE: 10700-I

HELICOPTER TOUR COMPANY
REVENUE: \$4,750,000.00
PRETAX: \$1,200,000.00 EBITDA
PURCHASE PRICE: \$11,000,000.00
LOCATION: OTHER
CODE: 10699-I

MECHANICAL & HVAC CONTRACTOR
REVENUE: \$3,765,000
PRETAX: \$324,000
LOCATION: MID ATLANTIC
CODE: 10698-I

CLINICAL RESEARCH
REVENUE: \$3,700,000.00
PRETAX: \$1,600,000.00
PURCHASE PRICE: \$7,000,000.00
LOCATION: WEST COAST
CODE: 10697-I

PHYSICAL THERAPY/OCCUPATIONAL MEDICINE
CLINIC - HIGH PROFITS
REVENUE: \$3,400,000
PRETAX: \$954,000
LOCATION: SOUTHEAST
CODE: 10696-I

Acquisitions Available

lion during the past three years and increased by 46% in 2006. Sales have grown during 10 of the last 11 years and have exceeded 20% growth in nine of those years. Adjusted EBITDA totaled \$770,000 in 2006. EBITDA margins grew by more than 50% between 2003 and 2006. The Company is the largest one in Central Texas that provides "one-stop shopping" for a full range of engineering, land surveying, design, and inspection services. Its engineering services include structural, civil, mechanical, electrical, and plumbing. The Company also provides surveying, code compliance reviews, accessibility inspections and plan reviews, and industrialized housing services. Customers include architects, builders, cities, and individuals.
SIC: 8711, 8713 Code: 10700-I

The ideal business, the ideal location for those, individual or corporate buyers, who were waiting for an opportunity like this one: Own a business, and continue a tradition of a lifetime, and expand operations in an area filled with growth opportunities. The business caters its services for adventure, recreation, sightseeing and organized tours using state of the art helicopters. Operations are properly FAA licensed.
SIC: 4522 Code: 10699-I

Commercial Mechanical and HVAC Contractor. C-corporation grown from several partners to over 35 employees. Customers include regional industries, contractors, architects, engineers, government agencies. Primarily mechanical contractor; capability to provide industrial and commercial plumbing, heating, a/c, process piping and backflow preventer installation and testing services. Sheet metal fabrication shop with plasma table; coil line operations. Business grown by word of mouth, with little advertising. Almost all referral or repeat work. Backlog over \$4 Million.
SIC: 171104 Code: 10698-I

This is a well established medical clinical research center. A southern California leader specializing in the examination of new investigational medications for the treatment of a variety of diseases and disorders of the CNS. The center employs competent staff.
SIC: 8071 Code: 10697-I

Well managed Physical Therapy and Occupational medicine clinic which is workmans comp. claims based, almost no Medicare or Medicaid; collection rate is over 95% of what is billed and the customer (the company) pays the balance; clinic is a "results" based clinic who follows all laws and guidelines and only bills the allowable rates and strives to get the patient back to work ASAP. The owner does NOT practice in the clinic nor do they see patients; they only manage from a CEO standpoint, There are two physicians on staff, Sales growth is stronger than industry avg. and financial results are well above average, consistently. Company gets a very high percentage of the market they serve. This is a VERY nice operation and real estate is also available separately. Owner will consider retaining equity for appropriate party.
SIC: Code: 10696-I

This Company, started in 1997, has grown to be one of the largest

Service

SPECIALTY COMMERCIAL CONSTRUCTION
REVENUE: \$2,861,586
PRETAX: \$423,195
PURCHASE PRICE: \$985,000
LOCATION: ALL
CODE: 10693-I

NICHE ELECTRICAL CONTRACTOR
REVENUE: \$2,701,097
PRETAX: \$788,106
PURCHASE PRICE: \$845,000
LOCATION: MOUNTAIN STATES
CODE: 10691-I

COMMERCIAL PRINTER WITH 4 AND 6 COLOR
PRESSES
REVENUE: \$2,600,000
PRETAX: \$300,000
PURCHASE PRICE: \$1,700,000
LOCATION: SOUTHEAST
CODE: 10692-I

INDUSTRIAL STEAM CLEANING, SANDBLASTING,
AND PAINTING
REVENUE: \$1,927,000
PRETAX: \$555,000
LOCATION: MID ATLANTIC
CODE: 10690-I

TELECOMMUNICATIONS COMPANY
REVENUE: \$1,775,829
PRETAX: \$198,695
PURCHASE PRICE: TO BE SUGGESTED
LOCATION: MOUNTAIN STATES
CODE: 10689-I

INTERMODAL DRAYAGE & CARTAGE BUSINESS
REVENUE: \$1,705,688
PRETAX: \$401,406
LOCATION: SOUTHWEST
CODE: 10688-I

Acquisitions Available

and most respected Division 10 suppliers and installers in the state. It operates as a distributor for eight major manufacturers. This profitable corporation has doubled its sales in 2006 by expanding its product line and services, and currently has a backlog of approximately \$2 million. Trained staff in place. Diverse customer base and no license required for installation.
SIC: 1799 Code: 10693-I

This 50+ year old company services a loyal customer base of Engineers, Consultants, and General Contractors. The majority of the work is performed for municipalities and Federal and State governmental agencies. Purchaser will need to have an Electrical Contractor's License for the State, or have an employee with one. Real estate valued at approximately \$380,000 (subject to appraisal) is available to purchase with business Revenue and Pretax are for the first nine months of 2007.
SIC: 1731 Code: 10691-I

This company is located in a major NC city and is ideal for a strategic buyer wanting to expand into another market. The company recently upgraded a 2 color press to a 4 color press to accommodate growth. The company is well known for its high level of customer service and quality product. Owner is ready to retire. Over \$1 Million in equipment. Cash flow will increase significantly soon with new equipment and customers coming on board. Seller financing considered. Outstanding company established over 15 years.
SIC: 275998 Code: 10692-I

Company that has operated for over 15 years under the leadership of its entrepreneurial founder and owner. From its beginnings as a service company specializing in mobile and on-site industrial steam cleaning, the company has grown and expanded its service offerings to include sandblasting and painting of heavy equipment, structural steel, and mining facilities. Located in the Central Appalachian Region close to its many customers, the company offers 7 days per week service and is highly customer oriented. In addition to steam cleaning, sandblasting, and painting, the company offers other labor-based services including sheeting of conveyor systems and mine facilities. The company currently provides services for customers representing a broad range of industry segments, including steel fabricators, coal producers, equipment re-manufacturers, and design/build construction companies.
SIC: 1799 Code: 10690-I

In business over 10 years, this company provides infrastructure to support its customers' voice and data networking technologies. Technology offerings include CCTV (Security), CATV (Video Distribution), Card Access Systems, Data Networking Equipment, and VoIP-based communications technologies. Excellent opportunity for an established telecommunications industry company with capital to invest to expand into a vibrant and growing market.
SIC: 4813 Code: 10689-I

Started in 1989, the Company is an intermodal drayage and cartage business with a complete docking warehouse and distribution facility. Approximately 50% of the company's revenue is derived from drayage and cartage. Its facilities are strategically located in close proximity to the intersection of two of Metro freeways. Currently, the facilities are not fully utilized by the business and portions of the

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10636	10643	10650	10657	10664	10671	10677	10684	10691	10697	10704	10711
10637	10644	10651	10658	10665	10672	10678	10685	10692	10698	10705	
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Service

REALESTATE COMPANY
REVENUE:\$1,590,000
PRETAX:\$318,000
PURCHASE PRICE:\$1,000,000
LOCATION: SOUTHWEST
CODE: 10687-I

MERGERS & ACQUISITIONS / BUSINESS
BROKERAGE FIRM
REVENUE: \$1,300,000
PRETAX: \$700,000
PURCHASE PRICE: \$1,115,000
LOCATION: SOUTHEAST
CODE: 10684-I

SOHO RESTAURANT GEM
REVENUE: \$1,100,000
PURCHASE PRICE: \$265,000
LOCATION: ALL
CODE: 10642-I

Acquisitions Available

property are sub-leased. Due to its eighteen year history of excellent service the company as a loyal client base and has enjoyed consistent growth for the last several years. The company has a dedicated staff who takes pride in maintaining the company assets in a functioning and presentable manner. The present owner would like to retire and seeks a buyer to take the company to the next level.
SIC:4213 Code:10688-I

The Company operates out of two offices in the Central California s Foothills and is the leading real estate brokerage in its area, which encompasses a number of rural communities. The Company handles primarily residential real estate, although it offers several commercial listings as well. The Companies agents have been serving the area since 1978, and they are well known for their knowledge, experience, and professionalism in handling all the details of a successful real estate transaction. The current owners of the Company have spent significant energy and resources to bring the Company to its current level of success. Through the process of mergers and acquisitions, they have already accomplished a significant goal by taking over 40% of market share in just three years time, while modernizing office practices. The Company operates entirely on its generated cash flow. The Company has shown solid sales throughout its history. Gross Income for the year 2005 was \$1,254,200, for 2006 was \$958,900, and for 2007 is estimated at \$1,590,000. Proprietary Income for 2007 is projected to be \$402,000 (See Section 3.3 Recast Income Statement). The Company has grown as new agencies were added, the latest in January 2007. A review of the Company s historical Sales Volume and net cash flow results shows The average annual Net Cash flow for the five-year period from 2003 through the projected 2007 to be \$417,000. Further, the owners have identified several ideas that a new owner might consider to take Company to the next level of growth The Company's office space is in prime locations and secured with long-term leases. Competition: The Company is poised for tremendous growth. The current owners have invested heavily in the modernization of Company offices and are continuing to pursue the implementation of high-tech selling methods and business processes that will offer extraordinary. Growth and Expansion: Certainly, the Company's excelent market share is a clear indication of its dominance. Support/Training: The current operation is strong, and all processes are in place. The professional selling team is experienced and hard working. The Company has a history of continuous growth. The sellers are committed to seeing that a smooth transition of ownership takes. Reason Selling: Personal reasons. Year Established: 1978. Employees: 18
SIC:6531-01-00 Code:10687-I

For 16 years, this franchised brokerage firm has specialized in small M & A deals across the Southeast focused on industry (manufacturing/distribution) and service related companies. They occasionally do main street deals. A staff of 10 brokers has over 50 years experience in business transactions. Business is currently run mostly absentee by owner but an ideal buyer would be one wanting hands on. Cash flow over the last 11 years has average almost \$500k. Seller may carry first position note with one third down.
SIC:738922 Code:10684-I

Soho area gem of a restaurant (Beer and wine license) with terrific food and concepts. Exceptional lease, (in Soho. Rents go for \$250 to \$350 sq. ft.) This site rent is only \$90.00 sq. ft, new owner can save over \$2,600,000 - In rent alone over next 6 years (+option years). Plenty of patrons early on weekends. Menu is varied with good break-

Service

AUTOMOTIVE/TRANSPORTATION SERVICE
REVENUE: \$1,100,000
PRETAX: \$1,100,000
PURCHASE PRICE: \$650,000
LOCATION: ALL
CODE: 10683-I

ELECTRICAL CONTRACTING AND SUPPLY
COMPANY
REVENUE: \$1,037,000
PRETAX: \$215,000
PURCHASE PRICE: \$500,000
LOCATION: MOUNTAIN STATES
CODE: 10682-I

LANDSCAPE SPRINKLER/IRRIGATION COMPANY
SALES & SERVICE
REVENUE: \$1,000,000
PRETAX: \$315,547
PURCHASE PRICE: \$950,000
LOCATION: MID ATLANTIC
CODE: 10681-I

Acquisitions Available

fast menu. Avg. dish check about \$12.00 Menu for bay varies. Has very preparation -salads, pizza crepes, sandwiches, coffees, various types, smoothies and deserts are all big sales. Beer, wine all day. Plenty of profit here.
SIC:9999 Code:10642-I

8,000 sq. ft. 10 service bay established 28 years. Good reputation with many repeat customers. Long lease, Systems in place. Excellent opportunity for any operator.
SIC:7538 Code:10683-I

An established provider of electrical installation and repair service, and retail sales of electrical supplies and lighting. Highlights include: strong earnings -- discretionary cash flow of over \$200,000* in high-growth construction area* no electrical experience required
SIC:1731 Code:10682-I

Since 1977 this company has been meeting the needs of clients and providing expert services for residential irrigation/ sprinkler systems throughout northern New Jersey. They have been successful at providing turn-key irrigation systems and maintenance to over 1400 accounts. The company operates out of a 4,000 Sq. Ft. facility. They have a comprehensive and responsive program of irrigation care and customer service which includes the following services: This business operates 9 months of the year beginning in March and ending in November with 2007 annual sales exceeding \$900,000. The company's installation services account for approximately 55% of revenues with maintenance accounting for 45% and winterizing revenues exceeding \$150,000. All the equipment is in excellent condition and undergoes regular preventive maintenance. The Sellers own the Real Estate which may be purchased for \$500,000 or the Sellers will provide a long term lease to qualified candidates. SBA financing is available to qualified buyers. This is a great opportunity for someone with a sales and marketing background or for an existing company providing the same or complementary services. The Sellers will stay on as needed for a short term to ensure a smooth transition.
SIC:238900 Code:10681-I

Retail

HOME APPLIANCES REVENUE: \$13,200,000
PRETAX: \$1,600,000.00
PURCHASE PRICE: \$8,000,000.00
LOCATION: WEST COAST
CODE: 10673-I

Acquisitions Available

Established for over 25 years, the business is a leader in the industry of home appliances. With revenues over \$13M for Calendar Year End 2006, and a projected Year end 2007 revenues to exceed \$14mm, the business is profitable. EBITDA equal to approximately 10%, with ample growth opportunities. A mature sales force, a competent administrative team, a strong management, and an aggressive marketing strategy that includes TV commercials, radio and print advertising, make this business very desirable for an experienced buyer familiar with both retail, institutional sales, and after sale service.
SIC:5722 Code:10673-I

Three truckstop and casinos for sale in southern Louisiana.

Retail

3 TRUCKSTOP & CASINOS IN SOUTH
REVENUE: \$10,000,000
PRETAX: \$3,000,000
PURCHASE PRICE: \$9,000,000 LOCATION:
CENTRAL SOUTHERN
CODE:10667-I

ART GALLERIES
REVENUE: \$7,409,807
PRETAX: \$699,478
PURCHASE PRICE: \$4,000,000
LOCATION: UNITED STATES
CODE:10679-I

MULTIPLE LOCATION CASUAL DINING
RESTAURANTS IN CENTRAL/ SW VIRGINIA
REVENUE: \$6,500,000
PRETAX: \$1,000,000
LOCATION: MID ATLANTIC
CODE:10678-I

MOTORCYCLE & CHOPPER DEALER
REVENUE: \$4,843,045
PRETAX: \$160,223
PURCHASE PRICE: \$1,200,000
LOCATION: WEST COAST
CODE:10677-I

TIRE STORES - WHOLESALE/RETAIL
REVENUE: \$4,787,616
PRETAX: \$250,000
PURCHASE PRICE: \$1,000,000 LOCATION:
SOUTHWEST
CODE: 10676-I

Acquisitions Available

SIC:5541-99-03 Code:10667-I

These galleries make up what has been labeled "the finest art collection available to the public". Located in very high end resorts, these galleries have culled some of the best Master Painters in the world. Each gallery has on display at least one piece of "priceless" art for shoppers to enjoy. The experience is unlike most galleries in that the employees feel ownership of their galleries and that pride stands out with any visit to any of the stores. Owner makes decisions on what artist to carry and lives a very desirable life style. There have been many millions in fine art sales since inception, and approximately 50% of all sales are repeat clients, and a higher percentage are repeat sales. A good portion of the art is consigned, while Seller does have a significant personal inventory which will be sold or consigned to the Buyer. This is the dream deal for someone wanting to live the mountain lifestyle in style!
SIC:453920 Code:10679-I

Experienced restaurateur or hungry entrepreneur - here is a wonderful opportunity. Three locations within a one-hour drive of each other, sharing same trade name and menu. All locations over 6,700 sq. ft., high traffic locations, newly-renovated. Individual store revenues from \$1.6 Mil to \$2.8 Mil. Award winning food offered in a comfortable and casual dining atmosphere. Turnkey situation. Real Estate possibly available.
SIC:5812 Code:10678-I

The company was founded in 2002 and began construction of their new facility in 2003. They began selling to the public from a temporary facility in January and February of 2004 and opened their doors officially March 1, 2004 in their state-of-the-art, built-to-suit facility. The dealership specializes in the sales and service of its unique specialty motorcycles and choppers. The Company is located in , California, and offers an alternative to the major brands of motorcycles. The founders saw a void of competition in the area, with Harley Davidson as the only competition, and chose to enter the marketplace and branch out from the auto industry to the motorcycle industry. All functions of sales and service are performed at the location. Now in its third year of sales and service, the Company currently has 17 employees.
SIC:5571 Code:10677-I

Multi location retail and wholesale tire business with gross sales of \$4,787,616 in 2007. The seller wants to relocate and will sell the total operation or the profitable retail stores (stores can be acquired individually). The retail stores are each profitable with managers in place. The wholesale operation has not been profitable recently and the owner is addressing the issue and believes with some changes it can make money. The retail stores also do repair work that relates to tires, (i.e.: brakes, alignment, etc.). Seller owns warehouse property. Retail Stores are leased. Buyer profile, confidentiality agreement and financial statement required.
SIC:5531 Code:10676-I

Retail

POWER SPORTS / MOTORCYCLE DEALER
REVENUE: \$4,500,000
PRETAX: \$425,000
PURCHASE PRICE: 1,600,000
LOCATION: SOUTHEAST
CODE: 10675-I

LIQUOR STORE
REVENUE: \$2,500,000
PURCHASE PRICE: \$1,300,000
LOCATION: ALL
CODE: 10674-P

RETAIL FURNITURE STORE IN PRIME LOCATION
REVENUE: \$1,300,000
PRETAX: \$105,000
PURCHASE PRICE: \$395,000
LOCATION: SOUTHEAST
CODE: 10672-I

SPA + SALON
REVENUE: \$1,250,000
PURCHASE PRICE: \$1,900,000
LOCATION: ALL
CODE: 10671-P

RETAIL / SALES
REVENUE: \$1,214,609
PURCHASE PRICE: \$249,000
LOCATION: ALL
CODE: 10670-I

GIFT STORE
REVENUE: \$1,200,000
PURCHASE PRICE: \$699,000
LOCATION: ALL
CODE: 10669-I

DUTY FREE DISTRIBUTOR / RETAILER
REVENUE: \$1,185,475
PURCHASE PRICE: \$595,000
LOCATION: ALL
CODE: 10668-I

AUTO PARTS RETAILER
REVENUE: \$800,000
LOCATION: NORTHEAST
CODE: 10680-I

Acquisitions Available

This power-sports center has been established many years. The owner owns the real estate and this first class facility is also available. The owner is ready to retire. Location in the Carolinas is visible to major interstate.
SIC: 557106 Code: 10675-I

Store opened June, 2007. These are projected figures for 1st year 2008-Proportions for next four years are .3 mL, 3.5mL, 4 mL, +4.5mL in year five. State of the art Store. Must be seen to appreciate. This is an asset sale. Consisting of liquor license + Furniture, fixtures, and equipment + some goodwill value.
SIC: 999 Code: 10674-P

This company is located on the outskirts of a major NC city. It was established over 20 years ago by the current owner who is ready to retire. There are 8 well trained employees. The owner owns the real estate (optional and valued over \$1 Million) which is comprised of 12,500 SF and is highly visible from a major interstate. Average inventory is about \$200,000 or slightly more. Numerous major furniture lines are represented. Most customers are middle class, but lower and upper class are also covered. Business shows extremely well.
SIC: 571216 Code: 10672-I

World class spa and salon over 4000 sq. ft. This is a true day spa with skin and body services second to none. The decor and ambiance of both salon area and spa area (2000 sq ft each) set a new standard for the health and beauty industry. The build was out over 1 million. All operators and technicians are under a 10 mile non-compete contract.
SIC: 999 Code: 10671-P

100 yr. old house - Retail/Design showroom. 250 plus clients well established with 20% business at retail show room.
SIC: 999 Code: 10670-I

High end - Upscale fine gift - Jewelry- Home furnishings - Bridal Registry - Decorative accessories Tableware - Interior Designers On Staff "The place to buy that special gift"
SIC: 999 Code: 10669-I

Prestigious duty free distributor / retailer of upscale gift merchandise including tobacco products, jewelry, premium wines, liquors, and brand name fragrances. Target market is primarily based in NYC in the diplomatic community. Market size 58,000 foreign diplomats, ambassadors & traveling dignitaries.
SIC: 33380 Code: 10668-I

Small town operation. Profitable.
SIC: 5531 Code: 10680-I

Other

SCRAP METAL RECYCLER AND DEMO
COMPANY FOR POWER GENERATION
INDUSTRY
REVENUE: \$20,000,000
PRETAX: \$3,500,000
PURCHASE PRICE: \$12,000,000
LOCATION: UNITED STATES
CODE: 10662-I

AGGREGATE SUPPLIER & ROAD, BRIDGE,
CONCRETE UNDERGROUND UTILITY,
RESIDENTIAL & COML CONTR
REVENUE: \$15,000,000
PRETAX: \$2,500,000
LOCATION: WEST COAST
CODE: 10661-I

MARINA/HOTEL SITE
REVENUE: \$4,000,000
PRETAX: \$500,000
PURCHASE PRICE: \$10,000,000
LOCATION: SOUTHEAST
CODE: 10665-I

TRADESHOW / EVENT SERVICES
REVENUE: \$2,111,000
PRETAX: \$828,000
LOCATION: MOUNTAIN STATES
CODE: 10663-I

9 - HOLE GOLF COURSE - FAST GROWING
NORTHERN CALIFORNIA LOCATION
REVENUE: \$500,000
PRETAX: \$105,000
PURCHASE PRICE: \$1,800,000
LOCATION: SOUTHWEST
CODE: 10666-I

Acquisitions Available

This company is relocatable as they move from site to site across the USA dismantling old power plants and extracting their tubes and metals which are sold as scrap. This company has patented equipment allowing it to work faster than most and there is little competition anyway. Sunbelt has audited financials on this company for 2005, 2006 and 2007. It will be helpful for a buyer to understand this type business, but is not a requirement. This is a retirement sale and the owner will transition for one year.
SIC: 509314 Code: 10662-I

The Company has been able to generate annual EBITDA of up to \$3MM in spite of the tremendous investment required to permit approximately 23 million tons of aggregates with asphalt plant permits, as well as an asphalt and concrete plant. Company is now expecting to generate approximately \$2.5MM per year in additional annual profit (plus yearly increases) from the quarries each year for the next 15-20 years. It was announced in June 2005 that California's state government transportation construction spending would more than quadruple from \$900MM (fiscal 2004-2005) to \$4.1 billion (fiscal 2005-2006), with \$1 billion being released in the first month of the fiscal year (July 2005). The Company is located in a growing area with little to no competition and performs a variety of construction services to both the public and private sectors and offers a broad range of unparalleled services.
SIC: 1611, 1623 Code: 10661-I

This operating marina/hotel site is ready to build an extended stay hotel on the Intracoastal Waterway near the Kennedy Space Center. The marketing study is complete and indicates that the project will be a big winner. The owner has other projects that demand his attention and would like to sell ASAP.
SIC: 4493-0000 Code: 10665-I

This trade show / event services company has established a strong niche position in the sales lead tracking sector. The mission is to provide advanced attendee tracking technologies to events, associations and tradeshows. Over 35% EBITDA margin.
SIC: 3600 Code: 10663-I

9 - hole Golf and Country Club is a well-established nine-hole public golf course situated in a beautiful community setting with stunning views of the nearby River. The tree-lined course, originally developed in 1991, offers an easy walk for golfers of all ages. In addition to the par 32 course, the property includes a large clubhouse with a dining room, large kitchen area, lounge, full service Pro Shop, locker rooms, restrooms, and an office, as well as two tennis courts and the other necessary facilities, such as outdoor cart storage, equipment shop, and maintenance shed. The current Owners purchased the Company in 1996 and have completed extensive concrete and landscape work, as well as tee rebuilding and revamping of fairways to seed Bermuda grass. Competition: Certainly, when comparing the course to the other nine-hole courses in the area, the Course's condition is far better it is a more modern golf course that has nicely manicured greens, maintained at a much higher level than other area courses. Additionally Growth and Expansion: Company is positioned for growth and is keenly located to serve a broad and active market. The Course is situated just west of Interstate 5 in Northern California, an area that has experienced accelerated growth over the past ten years and is expected to continue. Support/Training: Predictability for a buyer is very important. Certainly the competitive advantages listed in the

Retail

Acquisitions Available

GOLF COURSE W/ DEVELOPMENT FOR LOTS /
HOMES AND MORE REVENUE: \$385,000
PRETAX: \$100,000
PURCHASE PRICE: \$2,500,000
LOCATION: UNITED STATES
CODE: 10664-I

"OM" and the improvements made by the current Owners, both to the facility as well as within the community, have helped to bring the Company to its present leadership position. Year Est: 1991. Employees: 5-8
SIC: 7992-00-00 Code: 10666-I

9-hole Par 70 Golf Course & Driving Range on 69 Acres, with an additional 130 Acres for expansion to 18 holes and additional lots / homes. (UPDATE: The additional 9 - holes have been layed out, and there's approximately 150 lots surrounding the new 9, the development is moving forward) The course is located in the beautiful Columbia River Basin. Opening in 1965 as a private club, the course was built by John Reimer, an understudy of Robert Trent Jones. This is a very well established course with nice homes around the existing 9 holes. Located about 45 minutes from the Tri-Cities. Asking price is \$1M and the seller will retain 20% of all lots sales. Facilities: Large Club house 6,500 SF with restaurant, Pro-Shop, ample parking, additional land for development available. Competition: Little competition close by. Growth and Expansion: Additional property available for expansion. Support/Training: Owner will stay for a training and transition period. Reason Selling: Retirement. Year Established: 1960. Employees: 3 ft / 3 pt
SIC: 7999-02-00 Code: 10664-I

BUYER - EQUITY GROUP SEEKS SMALL
BUSINESS OPPORTUNITIES
REVENUE: \$1,000,000
PRETAX: \$100,000
LOCATION: NORTHEAST
CODE: 10708-I

Head quartered in Rochester, NY, company seeks small businesses with \$100K to \$1.0M in cash flow. We will consider all business types - eg. service, distribution, retail, mfg. For reference, we currently own a \$10M industrial service company.
SIC: 6799 Code: 10708-I

BUSINESSES, DIVESTURES AND SMALL
COMPANIES
REVENUE: \$5,000,000
PRETAX: \$1,000,000
PURCHASE PRICE: \$50,000,000
LOCATION: ALL
CODE: 10707-I

Buyer looking for diversified companies in varing fields. Mostly looking into MFG, Communications (Telecom), Infared (bar-code), Software and Prime Contractors. Interested in existing management staying in place. Mergers and Reverse Mergers, Stock sales or stock swap a plus w/debentures where seller gets out over a pre-determined time. Earn-outs and asset sales case-by-case. All calls confidential and returned. Looking for good seasoned businesses w/good growth prospects and good management already in place. We'll bring the captial, you bring the business.
SIC: 628207 Code: 10707-I

HI GROWTH AMBULANCE SVC SEEKS GROWTH
CAPITAL/ MINORITY EQUITY AVAIL
REVENUE: \$20,000,000
PRETAX: \$2,300,000
LOCATION: ALL
CODE: 10711-I

Very fast growing non-emergency ambulance service seeking growth capital of \$ 5 MM (50% for existing ground transport co and 50% for start-up of synergistic air ambulance co). Air contracts in place and ready to start; 1st helicopter & 135 certificate have been acquired; will do 40 trips per mo within 30-60 days and over 120 within 12 months. Aggressive mgt team in place; on pace to hit/exceed \$ 43 MM in deposited sales within 24-30 months on the ground side. Lots of upside growth and also in improving margins as they have "just" acquired logistics software and other key mgt systems, but have not implemented yet. Owner will only consider a minority position on the ground co. but is very flexible on the air entity. Location, transport data and other info available after a CA is executed. We have other ambulance companies available as well.
SIC: 4119, 4522 Code: 10711-I

Other

DELTA GAS / DIESEL DEALER
REVENUE: \$1,720,000
PRETAX: \$373,388
PURCHASE PRICE: \$109,000 LOCATION:
NORTHEAST
CODE:10710-I

ENVIRONMENTAL REMEDIATION CONTRACTOR
REVENUE: \$1,158,000
PRETAX: \$200,000
PURCHASE PRICE: \$595,000
LOCATION: NORTHEAST
CODE:10709-I

Acquisitions Available

Independent Delta gas / Diesel dealer (absentee) in a position to increase for new owner. Competing Delta dealer 1 mile away closing down in 3 months. For new traffic pattern no fuel station for 7 miles going west to eastern town/ Does 75K gallons month 307. Diesel pool margin 15 cents/17d-diesel 2 hands, crumps, 12 hoses large canopy over Kiosk. At present 2 empty bay garages, waiting for new owner to make decision-rent out for repairs conversion to convenience or possible small motorcycle franchise (Johnny Doug, Ventor-Quink none in area. Tanks 8 years old. New owner new concepts-make better profits.
SIC:34580 Code:10710-I

This company is a full service residential storage tank specialist, providing the following services: removals, closures, cleaning, soil testing, tank testig, and site remediation. Annual Sales: 2007-\$1,158,000; 2006-\$914,306; 2005-\$992,640. Specialized in the residential market (90% residential, 10% commercial). Great opportunity for an owner operator with a sales and/or marketing background. The seller will stay on for a seamless transition and will remain on with the new buer for up to 1 year as a paid consultant. The seller currently works approximately 30 hours per week in an administration capacity. A new owner can step into the current office manager position which currently receives an annual compensation of \$75,000. There are many expansion possibilities.
SIC:3460 Code:10709-I

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REPORT

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