

Issue #71

# RIGGS-ALLEN<sup>®</sup>

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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.

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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

MANUFACTURER & DISTRIBUTOR OF  
CONSUMER AND INDUSTRIAL PRODUCTS  
REVENUE: \$21,000,000  
LOCATION: MID ATLANTIC  
CODE: 10807-I

COIL COATING, PROCESSING & DOWNSTREAM  
OPERATIONS  
REVENUE: \$12,539,325  
LOCATION: SOUTHEAST  
CODE: 10804-I

COMMERCIAL PRINTER  
REVENUE: \$11,161,000  
PRETAX: \$720,325  
PURCHASE PRICE: \$2.5MM - \$3.5MM RANGE  
LOCATION: WEST COAST  
CODE: 10803-I

HEAVY DUTY BRAKE MANUFACTURER  
REVENUE: \$10,000,000  
PRETAX: \$2,500,000  
PURCHASE PRICE: \$10,000,000  
LOCATION: WEST COAST  
CODE: 10801-I

MANUFACTURER OF SERVICE & UTILITY TRUCK  
BODIES  
REVENUE: \$8,400,000  
PRETAX: \$1,500,000  
PURCHASE PRICE: \$3,900,000 MINIMUM  
LOCATION: WEST COAST  
CODE: 10814-I

ASPHALT PLANT  
REVENUE: \$7,862,495  
PRETAX: \$835,081  
LOCATION: SOUTHEAST  
CODE: 10813-I

## Acquisitions Available

Manufacturer & Distributor of Consumer and Industrial Products located in the Mid-Atlantic Region. Long-term relationships with customers and suppliers. Exclusive overseas supply contracts with tooling ownership. The Company will generate approximately \$20M in revenue in 2008 with normalized EBITDA in excess of \$3M.  
SIC: 5399 Code: 10807-I

The firm specializes in the coating and stamping of aluminum and steel coils for manufacturers of a wide variety of finished products. Building materials is currently the largest market, with customers fabricating the processed coils into finished products such as gutters, siding, roofing, awnings, screen frames, garage doors, and shutters. Other markets include automotive, aerospace, appliances, bake ware, and signage.  
SIC: 34 Code: 10804-I

The Company processes weekly and other time sensitive materials. Diversified customer base—no concentration issues. State-of-the-art equipment.  
SIC: 2754 Code: 10803-I

Heavy duty brakes are used in trucks, buses, tractors and other commercial vehicles. Heavy duty brakes are commonly thought of as a mature market. but even in a market with wrenching changes in commodity prices and cost expectations, this business has healthy margins even as sales have softened—margins are up. This carefully managed company has created a profitable niche for itself. This business is family owned and operated, and they would stay with the company and continue the growth.  
Code: 10801-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 by The Company 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: 10814-I

This is a hot mix asphalt facility that sits on 16 acres and is self-contained with three 85-ton silos, a RAP feed system, and 4-bin cold storage feeder. The plant is offered separately or with the complete site development construction company that owns it. Their permit limits are: 300,000 tons/year, 6,000 tons/day, and 250 ton/hour.  
SIC: 2951 Code: 10813-I

## Manufacturing

FIRE SPRINKLER COMPANY  
REVENUE: \$7,432,191  
PRETAX: \$515,131  
PURCHASE PRICE: \$3,750,000  
LOCATION: SOUTHEAST  
CODE:10812-I

STEEL FABRICATION COMPANY  
REVENUE: \$7,000,000  
PRETAX: 600,000  
LOCATION: MID ATLANTIC  
CODE:10810-I

MANUFACTURING  
REVENUE: \$4,988,768  
PRETAX: \$1,064,449  
LOCATION: SOUTHEAST  
CODE: 10809-I

HAND PAINTED PORTRAITS, ONE-OF-A-KIND  
PATENT PENDING TECHNOLOGY  
REVENUE: \$2,700,000  
LOCATION: MID ATLANTIC  
EBITDA \$675,000  
CODE:10808-I

## Acquisitions Available

This company designs, builds and installs fire sprinkler systems with 90% of their revenue derived from new construction and the vast majority of that being large warehouse and distribution type facilities. Their clients are large general contractors who are building facilities for Fortune 100 and Fortune 500 companies.  
SIC:1799 Code:10812-I

The Company is primarily involved in steel fabrication, specializing in bridges of all kinds including highway overpass, waterway and railroad type. It has established a well-respected and recognized name in the marketplace. The Company has modern, state-of-the-art facilities and enjoys a great management team and an experienced and stable workforce. In 2007, the Company had approximately \$7 million in revenue with \$600,000 in normalized EBITDA.  
SIC:3441 Code:10810-I

This is a great business with unlimited growth potential in an ever expanding industry. They design, implement and manufacture products for a multi-billion dollar industry that is regulated by state and local jurisdictional governments. Their customer base is nationwide with the potential to go international. They start with proprietary software customized for each customer, test it, and manufacture the equipment to deliver the finished product. The seller is open to serious offers from strategic buyers.  
SIC:3599 Code:10809-I

Since starting operations just four years ago this niche business has become the largest producer of high quality, custom hand-painted portraits, at affordable prices worldwide. Historically the domain of hand-painted portraits was limited to the wealthy. The company's proprietary manufacturing technology has enabled this breakthrough capability to create custom hand painted art of extraordinary quality from everyday photos, for a fraction of the typical cost. The products enjoy broad appeal to families nationally and internationally. The company's patent pending manufacturing system combines digital and traditional technologies that produce "painterly-quality" portraits. The unique manufacturing process is very efficient and generates high gross profit margins with low consumer prices. Ninety percent of the companies' digital production is outsourced to India with some manual production functions now underway in Mexico. The company separates itself from artists painting high priced portraits that require numerous time consuming "sittings" by combining extremely reasonable prices, a high quality product, convenience and prompt delivery. Portraits are sold at more than 400 independent retail locations throughout forty five states. The portraits are also featured on The Home Shopping Network, The Shopping Channel in Canada and various catalogues. The company is planning to launch its own infomercial in 2009 as well as additional direct mail and web based sales programs. The business occupies 7,000 square feet of production/warehouse space with an additional leased 3,500 square feet of executive offices. The company employs forty. Non-union. Senior Management and Founders are available long term and open to possible equity participation. This One-of-a-Kind company has three patent pending applications for its unique process and expects to derive significant value from this technology. Many "Trade Secret" innovations have also been developed and are used in the manufacturing process. These technologies create a formidable barrier to would be competitors.  
SIC:5002 Code:10808-I

## Manufacturing

OLD LINE MANUFACTURER  
REVENUE: \$1,515,000  
LOCATION: NORTHEAST  
CODE:10806-I

NICHE MANUFACTURER PROPRIETARY  
PROCESS EQUIPMENT  
REVENUE: \$1,500,000  
EBITDA: \$350,000  
CODE:10805-I

WOOD MANUFACTURING/DISTRIBUTION  
REVENUE: \$1,100,000  
PRETAX: \$154,500  
PURCHASE PRICE: \$400,000  
LOCATION: SOUTHEAST  
CODE:10802-I

DATA ACQUISITION, SENSORS AND HERMETIC  
CONNECTORS  
REVENUE: \$1,000,000 +  
PRETAX: 1,000,000+  
PURCHASE PRICE: \$30,000,000  
LOCATION: SOUTHEAST  
CODE:10800-I

NICHE IMPORTER AND DISTRIBUTOR LICENSED  
CONSUMER PRODUCTS  
REVENUE: \$29,000,000  
LOCATION: MID ATLANTIC  
EBITDA: \$6,500,000  
CODE:10796-I

## Acquisitions Available

This company is ready for expansion and growth. Due to many outside factors, the company has been standing still, but with an aggressive marketing plan, a new sales rep program and trade show exhibitor attendance sales would grow. The present manufacturing operation is large enough to handle the growth for the near future. The customer base is growing nationally and the export market could be considered. The sellers will stay for a smooth transition. With increase market share this company will be very profitable company.  
SIC:3556 Code:10806-I

For 50 years this unique business has been Designing and Manufacturing Specialty Pharmaceutical and Biotech Process Equipment. This equipment is used in Corrosive and High Purity Viewing, Processing and Flow Control applications. The company offers both standard and custom products for Clean Rooms and Sterile Applications, as well as custom products for Research & Development or for production requirements. From simple dimensional changes of standard products to complete Prototype Development and "One of a Kind Fabrication", products include: Process Vessels & Bio- process Reactors, Sight Flow Indicators, Mixers & Agitators, Reflux-Spitters-Borosilicate Glass Valves, plus Glass and Acid Waste Drain Line and Process Piping. Products are sold globally through Distributors, Representatives and Agents. Corporate accounts include Chemical, Pharmaceutical, Biotech and Industrial companies Worldwide. The company employs Nine Full Time personnel which include: an Office Manager, a Sales Manager, a Production Manager, Two Machinists, One Welder and Two in Assembly and Purchasing. The business occupies 7,500 Square Feet of office and manufacturing space. Owner will stay for the long term with the Buyer in a Sales capacity.  
SIC:2836 Code:10805-I

This business manufactures hardwood trim, moldings, custom mantles, arches, handrails, etc. It also sells materials via retail and wholesale to home owners, handy man, cabinet makers, door and window manufacturers and furniture makers.  
SIC:2421-00-00 Code:10802-I

This family of companies manufactures state of the art data acquisition equipment, sensors, connectors, Wireless Telemetry Systems, • Sensor Multiplexer / Demultiplexers • Data Recording / Analysis Systems • Ruggedized Power Generation Elements • Precision RF / Microwave Coaxial Adapters • Custom Designed RF / Microwave Coaxial Connectors • Coaxial Connector Interface Gages An NDA and financial information is required before financial information can be released.  
SIC:3600 Code:10800-I

For fifty years this business has been a leading manufacturer, designer and marketer of a wide variety of "Proprietary Licensed Products" distributed primarily in North America. The business enjoys an excellent reputation for creating and developing products that have been recognized as the best selling in their respective categories under national brand names as well as under proprietary labels. Core lines include decorative home furnishing items, kitchenware and houseware products, consumable cleaning products, personal care items, and electronic accessories. The company has expertise serving virtually every classification of trade and is fully committed to innovative product offerings, unsurpassed quality, and world class retail service. Product orders are strictly tied to purchase orders and sourced from major vendors located primarily in China. The company utilizes fully

## Manufacturing

## Acquisitions Available

automated public warehouse facilities in the USA with state of the art operations network which enables 99% on time shipments. The company maintains outstanding client relationships in some cases spanning three decades and specializes in day- to -day EDI replenishment programs which allows quick response shipping and up to the minute tracking of sales trends. Also provided are specially priced in and out promotions for trade events with short lead-times. Additionally the company provides a comprehensive range of value added support services such as product development, point of sale data analysis, trend forecasting plus purchasing and inventory management. The company utilizes a Hong Kong office to manage and maintain high-level product quality control, purchasing, expediting of orders and correct documentation. Corporate success is a direct result of exceptional sourcing ability, new product development, plus a commitment to high quality and competitive pricing. The company's one hundred and fifty accounts include mass merchandisers, TV shopping networks, grocery chains, department stores and specialty electronics chains. Executive office space and showroom consist of 10,500 square feet with twenty employees in its administrative, sales and design departments. Senior Management is available long term.  
SIC:5023 Code:10796-I

## Distribution

## Acquisitions Available

BRANDED WHOLESALE GASOLINE & DIESEL  
FUEL DISTRIBUTOR  
REVENUE: \$28,000,000  
LOCATION: NORTHEAST  
EBITDA \$900,000  
CODE:10795-I

Since 1946 this branded gas and diesel wholesale fuel distributor also operates branded gas stations for its own account. Four stations are owned and operated by the parent company with an additional four locations subleased to independent operators purchasing and utilizing the same brand name gasoline. Revenues generated are approximately 50% from ten wholesale distribution accounts which include marinas, cemeteries & golf courses. The remaining 50% of sales are derived through the four company owned gas station locations. The eight units are located in high traffic densely populated prime locations all within a 10 mile radius of each other. Locations are in full compliance with state and federal regulations. Home office executive office space consists of 1,500 square foot and a staff of five employees including a General Manager, Two Drivers and Two Administrative Staff. The company does not have a sales or marketing staff and would benefit greatly by additional sales and marketing efforts. Owner wishes to retire, but is available for a transition.  
SIC:5541 Code:10795-I

MANUFACTURER/DISTRIBUTOR OF  
ENVIRONMENTALLY SAFE CLEANING  
PRODUCTS  
REVENUE: \$5,586,880  
PRETAX: \$781,163  
LOCATION: WEST COAST  
CODE:10799-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, the company focused on its main product as the first product to produce, promote, and distribute. The projections for 2008 are based on the Company's new contract and roll out with Home Depot this year. The 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. A strategic partner will be necessary to achieve the company's projections and full potential.  
SIC:508703 Code:10799-I

## Distribution

DISTRIBUTOR OF FOOD SERVICE EQUIPMENT  
FOR RESTAURANT & HOSPITALITY INDUSTRY  
REVENUE: \$5,483,842  
PRETAX: \$527,415  
LOCATION: WEST COAST  
CODE:10798-I

DISTRIBUTION COMPANY  
REVENUE: \$2,916,925  
PRETAX: \$89,822  
PURCHASE PRICE: \$1,400,000  
LOCATION: SOUTHEAST  
CODE:10797-I

STONE AND TILE DISTRIBUTOR  
REVENUE: \$1,654,325  
PRETAX: \$42,257  
PURCHASE PRICE: \$500,000  
LOCATION: SOUTHEAST  
CODE:10794-I

VENDING COMPANY WITH MULTI-STATE  
LOCATIONS  
REVENUE: \$1,150,000  
PRETAX: \$300,000  
PURCHASE PRICE: \$995,000  
LOCATION: MIDWEST  
CODE:10793-I

WHOLESALE BAKERY & RETAIL COFFEE SHOPS  
REVENUE: \$1,000,000  
PRETAX: \$160,000  
PURCHASE PRICE: \$390,000  
LOCATION: MIDWEST  
CODE:10791-I

## Acquisitions Available

The company specializes in food service equipment for the restaurant and hospitality industry. They provide complete design and engineering packages, either in conjunction with the customer, their architect, or food service consultant. The company is an authorized dealer for all major brands of ranges, ovens, dishwashers, disposals, etc. Their purchasing department coordinates the purchasing and receipt of these items to meet with job site requirements, as well as verifying all finishes, door swings, etc. to insure a functional and complete food service facility. Their experience and reputation in this industry are its major assets. They have been able to complete projects on time, thus assuring that customers and other suppliers on the project can complete their segments on time. They have an excellent centrally located facility, allowing service to all of Southern California, are a member of a buying group that allows more competitive pricing, and enjoy 50% repeat customers.  
SIC:504603 Code:10798-I

This niche distribution company has a 10 plus year track record combining premiere products with fast, friendly customer service in a business to business sales environment. They sell a wide variety of products and services to graphic sign companies, traditional sign companies, and the screen printing industry. Growth opportunities abound through adding product lines, sales people, or new offices. This is an excellent opportunity for the high net worth individual buyer or the strategic buyer.  
SIC:5199 Code:10797-I

Founded in 1996, this is a well established direct international importer of ceramic tile, marble, slate, and other high end stone products. The customer base consists of regional upscale commercial installers, wholesale, and retail, residential and commercial markets. They are located in one of the highest income, growth, and development areas in the Carolinas.  
SIC:5032 Code:10794-I

Twenty-four year old privately-held vending company, with over 14,000 machines in 11 different states. The company is operated with one central office/warehouse and three other warehouses. Nicely operated company with only 10 full-time and 3 part-time employees. Priced to sell as the physical equipment has replacement value in excess of \$900,000. The headquarters can be relocated.  
SIC:5441-00-00 Code:10793-I

Ten-year old company with great potential. This business has the best of both in terms of having B2B and Business-to-Customer revenue streams. With a commissary that produces artisan crafted bread products for wholesale and retail coffee shops, this company has multiple retail locations selling their product as well as others. This company has great name recognition and has a steady customer base with minimal advertising. This is a great opportunity for a strong entrepreneur to come in and take the company to the next level.  
SIC:5812-03-04 Code:10791-I

## Service

HEAVY CONSTRUCTION  
REVENUE: \$26,286,740  
PRETAX: \$7,106,744  
LOCATION: SOUTHEAST  
CODE:10845-I

HEAVY CONSTRUCTION  
REVENUE: \$26,286,740  
PRETAX: \$7,106,777  
LOCATION: ALL  
CODE:10844-I

HEAVY CONSTRUCTION  
REVENUE: \$16,546,083  
PRETAX: \$2,694,194  
LOCATION: SOUTHEAST  
CODE:10839-I

NORTHERN NJ CAR BUYER SERVICE  
REVENUE: \$16,135,215  
PURCHASE PRICE: \$850,000  
LOCATION: NORTHEAST  
CODE:10838-I

## Acquisitions Available

This is a 20 year old construction company that specializes in complete site development. Their services include excavating, grading, demolition, erosion control, storm drainage, water, sewer, asphalt paving, flat concrete, and retaining walls. The company is exceptionally profitable and has a very impressive client base. The CEO (a shareholder) is willing to stay on with a new owner.  
SIC:1794 Code:10845-I

This is a 20 year old construction company that specializes in complete site development. Their services include excavating, grading, demolition, erosion control, storm drainage, water, sewer, asphalt paving, flat concrete, and retaining walls. The company is exceptionally profitable (\$7M in EBITDA and owners comp in 2007) and has a very impressive client base. The CEO (a shareholder) is willing to stay on with a new owner.  
SIC:1629 Code:10844-I

This is a 20 year old family owned site contractor involved in complete site preparation work. This includes clearing, erosion control, earth moving, water and sewer, and paving. Seventy-five percent (75%) of their business comes from long standing client relationships and the balance from bid business. They are in a market that is still very strong as evidenced by the record year they had in 2007. Their 20 year history and long standing relationships with some of the area's largest general contractors and developers makes this company a very attractive acquisition opportunity. Asphalt plant also available. The seller is open to serious offers from strategic buyers.  
SIC:1629 Code:10839-I

All figures are verifiable. Business is involved in the acquisition and payment of used cars from individuals and new car dealers. Largest of its kind in the Tri-State area. This is an extremely profitable situation, where potential buyer can receive good portion of his purchase back within just one year of operation. Rental of \$8,000 per month can be substantially reduced by sub leasing major portion of present office; this will bring cash flow to over \$700,000 figure per year. The location of business is in the center of one of the busiest highways. Rate to find this profit for a business in the Auto industry for such a low price owner of property is the business owner and would give option to buy, and give a great future lease term to purchaser. Business uses internet for most of its advertising. This is a family owned business established in 1969 and endorsed by Better Business for 20 yrs. Clients go to them for convenience rather than desperation. They know that they'll be treated fairly and with respect. This company is the largest car buying service in the Tri State Area. Since 1969 they have purchased over 100,000 cars trucks and SUV's from customers and new car dealerships. Since it has been recognized by the Better Business Bureau BBB information system (BIS) in 1988, not a single complaint has ever been filed against them. All customers get the best price the first time and are never haggled down. Car buying is a simple process and fast. This outlet has been here for a long time and they stand behind their integrity. The car buying service recommends that sellers go to several other dealers and then go there. There is a big demand for used cars however, the buyers are over seas, where buyers don't have the luxuries that we have in this country increasing the demand for used cars. This is the place to go to when you are selling your vehicle.  
SIC:000 Code:10838-I

## Service

HOME AUTOMATION SYSTEMS  
REVENUE: \$15,000,000  
PRETAX: \$2,000,000  
PURCHASE PRICE: \$8,000,000  
LOCATION: WEST COAST  
CODE:10837-I

HEALTHCARE MARKETING COMPANY  
REVENUE: \$7,628,167  
PRETAX: \$1,072,222  
LOCATION: SOUTHEAST  
CODE:10855-I

ESTABLISHED SPECIALTY CONSTRUCTION  
COMPANY  
REVENUE: \$6,848,576  
PRETAX: \$1,186,038  
PURCHASE PRICE: TBS  
LOCATION: MOUNTAIN STATES  
CODE:10854-I

TEMPORARY STAFFING FIRM  
REVENUE: \$7,400,613  
PRETAX: \$1,002,527  
PURCHASE PRICE: TBS  
LOCATION: MOUNTAIN STATES  
CODE:10811-I

ENVIRONMENTAL HAZARDOUS WASTE  
REMEDIAION SERVICES  
REVENUE: \$6,200,000  
LOCATION: MID ATLANTIC  
EBITDA: \$1,500,000  
CODE:10853-I

## Acquisitions Available

This business continues to grow by providing uncommon service to high end homeowners looking to integrate home automation, entertainment, security and lighting. This business has unusually sophisticated management structure and internal software management tools for this size company. they are nationally recognized and dominate their home market. Expansion plans exist for the next phase of growth.  
SIC:5731-21                      Code:10837-I

This full service healthcare medical communications and marketing company has grown incredibly in recent years with 100% revenue growth in each of the last 3 years (from \$1.845M in '05, to \$3.231M in '06, to \$7.628M in '07)! Although they do not expect to double the business in '08, they will have a record year, as revenues are at \$6.849M thru August with a large backlog of orders. They offer a broad range of cost effective quality services and provide their clients with the most up-to-date medical knowledge, scientific content development, clinical practice standards, and marketing techniques available anywhere. They develop, implement, manage, and produce a range of services including professional or consumer focused live events (teleconferences, training meetings, symposia, speaker's bureaus, etc.), print materials (peer-reviewed journal articles, newsletters, patented brochures, and internet based Med-Ed programs, etc.).  
SIC:8099                              Code:10855-I

This specialty company is considered one of the premier firms in its industry within the Rocky Mountain Region. It has been a major player for commercial projects, serving general contractors and related clients. The company just completed its most profitable year (EBITDA of \$1,186,038). Its backlog of work exceeds \$7,000,000 and is growing. During its 20-plus year history, the company has developed a reputation for high quality performance and for completing projects on time. The ideal acquirer of this company will require substantial bonding capacity as the business continues to expand into larger projects.  
SIC:1473                              Code:10854-I

This well established business provides temporary "blue-collar" staffing, as well as temp-to-hire services. The company enjoys an industry diversified customer base, a pool of thousands of temporary employees, an outstanding reputation in the industry, and has a proven blueprint for expansion into other markets. Real estate is available to purchase or lease.  
SIC:7363                              Code:10811-I

This environmental services company founded in 1990 provides Hazardous Waste Remediation Services. The company specializes in designing and managing complex remediation projects, lead based paint as well as asbestos abatement along with other hazardous and environmental remediation. The company's successful track record is a direct result of its "immediate two hour response time", and accurate competitive quotes, precise timelines, solid insurance, technical superiority, minimum client disruption and final certification. The company executives and field superintendents are highly experienced in designing and managing projects. Field workers are comprehensively trained in full accordance with HUD, EPA,

## Service

## Acquisitions Available

OSHA plus all state guidelines. The Management team and staff consist of the Owner along with a Project Manager, a Sales Manager, an Estimator, an Office Manager plus 40 Field Workers. Long term repeat company accounts include health care facilities, industrial complexes, commercial facilities, educational institutions, churches and petrochemical plants. The company occupies 3500 square feet of Executive Office Space along with 4 acres for equipment storage. Senior Management (Owner) is available for the long term and will consider equity participation.

Code:10853-I

POOL AND SPA SALES AND INSTALLATION  
REVENUE: \$4,500,000  
LOCATION: MID ATLANTIC  
EBITDA: \$950,000  
CODE:10852-I

This full service swimming pool business established in 1965 sells both in ground and above ground pools, and spas as well as a large variety of complete pool and spa packages, including Portable Spas, chemicals and a full line of accessories. The company enjoys an excellent reputation for selling high quality products and utilizing first rate construction materials in its premiere installations. Pool construction/installation is completed in a timely and price competitive basis by its experienced and stable workforce. The company operates seasonally commencing in April and remains open through December. Sales are divided equally between Pools and Spas. The company's customer database consists of approximately 6000 residential accounts within a seventy five mile radius of its headquarters. The company employs fifteen Full Time with another thirty employed seasonally. Key employees include a Sales Manager, an Office Manager, and Two Construction Foremen. The separately owned 20,000 square foot headquarters facility is available on flexible lease terms, and includes a 10,000 square foot Showroom, 9,000 square feet of warehouse space and 1,000 square feet of Executive Offices. Owner available for transition.

Code:10852-I

MATERIAL HANDLING EQUIPMENT - FORKLIFTS,  
RENTALS  
REVENUE: \$4,060,000  
PRETAX: \$860,000  
LOCATION: SOUTHWEST  
CODE:10851-I

Exclusive territory serving the two fastest growing metropolitan regions in the U.S. Sources of revenue include new and used forklift and floor scrubber / sweeper sales, rentals and leasing, part sales, and service which include warranty work. The electric forklift brand distributed is the industry leader providing the best in class acceleration, travel and lift speeds with longer run times and greater energy efficiency all while allowing customers to remain "green".

SIC:5084

Code:10851-I

HIGH GROWTH HIGH PROFIT PHYSICAL THERAPY &  
OCCUPATIONAL THERAPY CLINIC  
REVENUE: \$3,600,000  
PRETAX: \$1,000,000  
LOCATION: SOUTHEAST  
CODE:10850-I

Unique opportunity to buy 60-100% of a high growth & highly profitable physical therapy & occupational medicine clinic, owner strictly acts as a CEO and only oversees the business side (does not see patients), Business has grown very consistently and shows excellent profits consistently each year; real estate is also available if desired, business philosophy is "outcome/results" oriented and focuses on getting the patients back to work, long term relationships with many major employers and company is proactive in securing high percentage of the workman comp injuries due to their high level of patient care and track record. Company's sales & earnings growth far exceeds industry norm.

8.0008E+15

Code:10850-I

## Service

EXCAVATION & TREE REMOVAL  
REVENUE: \$3,500,000  
PRETAX: \$950,000  
PURCHASE PRICE: \$4,300,000  
LOCATION: MIDWEST  
CODE:10849-I

NON-EMERGENCY AMBULANCE SVC-  
ABSENTEE RUN -OPERS MGR. IN PLACE  
REVENUE: \$3,000,000  
PRETAX: \$ 560,000  
LOCATION: SOUTHEAST  
CODE:10848-I

TEMPORARY HEALTHCARE STAFFING  
PROVIDER  
REVENUE: \$2,870,306  
PRETAX: \$346,088  
LOCATION: MOUNTAIN STATES  
CODE:10847-I

SPECIALTY CONTRACTOR  
REVENUE: \$2,629,317  
PRETAX: \$295,705  
PURCHASE PRICE: \$2,200,000  
LOCATION: SOUTHEAST  
CODE:10846-I

## Acquisitions Available

This successful twenty year old company has established a great name recognition and solid goodwill in the communities that it serves via land clearing, site demolition and tree removal and trimming. Approximately 90-95% of the revenues are commercial related with the remainder being residential. The business has recently been appraised by an independent third party appraiser. The asking price includes all equipment appraised at \$3,500,000.  
SIC:1629-04-00 Code:10849-I

Established firm with great reputation; well tenured operations manager in place who will remain, owner selling due to capital needs in another business located a great distance away, they desire a quick sale due to acquisition pending and need to free up capital, great opportunity for a buyer, present owner running biz absentee and has for many years; earnings have varied from \$ 560 K to \$ 900K+ over the past 3 years, Location and other specifics will be provided after CA is executed. Great market! Best offer from buyer who acts quickly will get this deal done. We also have a number of other ambu4.1195E+11  
Code:10848-I

This company is an established provider of travel healthcare staffing professionals across the United States. Its focus on Rehab Staffing allows it to have access to one of the largest and most in-demand sectors of the healthcare staffing market today. Its primary specialties include Physical Therapy, Occupational Therapy, and Speech Therapy. The company's travel staff typically fulfills 13-week assignments in a hospital or skilled nursing facility setting. Highlights include: A Virtual company that can fold easily into any existing operation, growing annual sales and profits, excellent systems in place, and a low overhead and high profit margins. This business should make an ideal acquisition candidate for several different types of profile buyers within the industry.  
SIC:7361 Code:10847-I

Established in 1966, this is a thriving construction business that operates in a very attractive niche industry. They have two divisions. 70% of their business is derived from 3-year contracts that typically are worth \$5-6M (plus add-ons) and consistently represents 70% of their revenue. They have been securing these contracts for more than a decade and they are readily available to a new owner. The work is repetitive in nature and their crews are working, for the most part, in a 5 state area in the Southeast. The crews are domiciled in the field to be close to their project sites and therefore the business is relocatable - to a new owner's existing premises. The projects involve small crews of 4 or 5 men using, for the most part, back hoes and dump trucks. The other part of their business is short term placement of men and equipment with specific clients in need of temporary help. They may have 4 to 8 such jobs going at any given time and this, overall, represents approximately 30% of their business. All of this business is for existing long standing customers. The owner, who is retiring, will stay on for 90 days to ensure a smooth transition. With contracts guaranteed in 3-year increments, a 40 year track record, \$1,000,000 in equipment included in the sale price and \$556,000 in EBITDA plus owner benefit, this is an outstanding opportunity.  
SIC:1799 Code:10846-I

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**Listing Categories**

- \_\_\_\_\_ Acquisitions Available:
- \_\_\_\_\_ Acquisitions Wanted:
- \_\_\_\_\_ Financing:

**Type of Company**

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## Service

AUTOBODY WITH PROPERTY  
REVENUE: \$2,500,000  
PRETAX: 685000  
PURCHASE PRICE: \$4250000  
LOCATION: NORTHEAST  
CODE:10843-I

DESIGNER & INSTALLER OF COMMERCIAL  
SECURITY GATES  
REVENUE: \$2,000,000  
LOCATION: MID ATLANTIC  
CODE:10842-I

CONTRACTOR SERVICES  
REVENUE: \$1,877,847  
PRETAX: \$172,291  
LOCATION: SOUTHEAST  
CODE:10841-I

MASONRY COMPANY  
REVENUE: \$1,658,195  
PRETAX: \$84,028  
PURCHASE PRICE: \$585,000  
LOCATION: SOUTHEAST  
CODE:10840-I

NEXT GENERATION INTEGRATION PLATFORM  
REVENUE: \$1,500,000  
PRETAX: \$350,000  
LOCATION: MID ATLANTIC  
CODE:10835-I

## Acquisitions Available

High volume auto-body business. Does a large volume of insurance in the purchase and additional income of \$58,000.00 comes from rental income; for details and showing; see Ted for details.  
SIC:2398tc Code:10843-I

The Company designs, installs, assembles and services commercial gates and accessories and is located in the Greater Philadelphia area. It has a long operating history with a well-respected and recognized name. Profitable company with excellent growth potential and an established customer base. Employees are non-union. In 2007, the Company had revenue in excess of \$1.57 million with cash flow to owner of approximately \$315K.  
1.8E+11 Code:10842-I

This service company was established 20 years ago by the current owner. They offer services to contractors in new construction projects, such as residential subdivisions and commercial developments. They are also starting to attract individual homeowners. Their diversified client base and multiple profit centers have resulted in tremendous growth through 2006. In 2007, a downturn in the economy and a drought that brought on water restrictions have slowed the growth. The company hit sales records of \$2.4M in 2006. The owner is listing the business without a price and will consider offers from serious buyers.  
SIC: Code:10841-I

This masonry and custom stone business was established 15 years ago and serves mainly residential builders, with occasional commercial work. They specialize in footings, foundations, and brick veneers for high end construction. Most of the residential work is for custom home builders, but they also do some remodeling and renovation work directly for individual homeowners. The local construction market has slowed and may affect year end results, but current numbers remain strong despite the downturn in the economy.  
SIC:1741 Code:10840-I

The company founded in 1994 has patented an innovative technology in solving the integration challenge with different type of interfaces through simplicity. This technology allows the company a forward looking business vision that integrates legacy and current systems to develop larger scaled integrated solutions better, faster and cost effective. The conventional approach is to provide N2-N interfaces for N systems through heavy programming effort using various languages in each of the different development environment and supporting its associated integration cost. With the internet development, it is expensive and time consuming to bridge the legacy systems for a Service-Oriented Architectures (SOA) based services. In order to connect all the systems through interfaces without any programming effort for the user community; the company has patented and implemented A Single Interface Technology (SIFT). It uses one common interface to accommodate different types of standard based interfaces/protocols such as CORBA, JDBC, ODBC, SOAP etc. This one common interface captures all the function intelligence defined in each of the interface or protocol from the standard body. Therefore, when any service request changes, there is no need to change a line

## Service

## Acquisitions Available

of codes for the need of interface updates. It gives the user community the power to build systems rapidly based upon their specific unmet needs since the non-logic codes are intact. The platform is applicable and reusable to all market segments. The platform shows itself as reliable and flexible since no additional modification is required and therefore, any potential human mistakes are completely eliminated. The patented technology includes a prebuilt engine (in Java) processing the user specified business logic (xml), prebuilt Server & Client of SOAP, CORBA, JDBC, ODBC etc., One Web Service Definition, One configuration file, One error message file and Input Plug-In Modules (IPMs) and Single Interface Module residing at both the resource and client sides. The patented technology addresses the scalability defined in the configuration file and any updates are timely to the user community without services being interrupted in almost real-time. It is a language and OS independent technology.

Code:10835-I

CENTRAL NEW JERSEY DAYCARE CENTER  
REVENUE: \$1,500,000  
LOCATION: MID ATLANTIC  
CODE:10836-I

Single location Daycare Center located in Central New Jersey that has a long operating history with a well-respected and recognized name. The facilities are efficiently organized and well maintained. It is a profitable business with over 150 students currently enrolled. In 2007, the Company had revenue of approximately \$1.5 million with normalized cash flow to owner of \$300K.

SIC:8351

Code:10836-I

EVENT PLANNING AND SERVICES  
REVENUE: \$1,344,609  
PURCHASE PRICE: \$1,400,000  
LOCATION: SOUTHEAST  
CODE:10834-I

This full service company has experienced double digit growth from its inception and continues to grow through a challenging economy. The business services the Carolina area, has knowledgeable employees, and has developed repeat customers through the excellent service they provide. This is an excellent opportunity to buy an established, unique and energetic business with impressive sales growth.

SIC:8999

Code:10834-I

ADVERTISING/MARKETING/MEDIA FIRM  
REVENUE: \$1,307,170  
PRETAX: \$83,670  
LOCATION: SOUTHEAST  
CODE:10833-I

This multifaceted advertising, marketing, and media agency has 20+ years of experience creating customized solutions throughout the United States. Some of their services include strategic marketing, media planning, multimedia buying, PR, and creative production. The company is continually growing, is consistently ranked as one of the largest ad agencies in their region, and has an impressive client base that spans numerous industries. The seller is open to serious offers from strategic buyers.

SIC:7311

Code:10833-I

CORPORATE RELOCATION CONSULTING  
COMPANY  
REVENUE: \$1,200,000  
LOCATION: MID ATLANTIC  
CODE:10832-I

The Company provides educational placement advisement and customized consulting services to individuals and multinational corporations located around the world. It has an established operating history that spans over 15 years. The business has experienced strong revenue growth (38% and 28% in 2005 and 2006 respectively) and continued strong revenue growth is projected in 2007. Presently the Company generates approximately \$1.2 million in annual revenue flow to owner

SIC:7389-9944

Code:10832-I

## Service

AUTOMOTIVE BODY REPAIR & PAINT SHOP  
REVENUE: \$1,002,218  
PURCHASE PRICE: \$300,000  
LOCATION: SOUTHEAST  
CODE:10831-I

INFORMATION TECHNOLOGY SERVICE  
REVENUE: \$1,000,000  
LOCATION: MIDATLANTIC  
CODE:10829-I

COMPUTER SOFTWARE (VACATION RENTAL  
MANAGEMENT)  
REVENUE: \$1,000,000  
LOCATION: MIDATLANTIC  
CODE:10830-I

## Acquisitions Available

Founded in 1987, this business is convenient to customers, suppliers, parts vendors as well as the major interstates. Their area of expertise and focus is late model, insurance related body and paint repair. They, also, do some collision and paint work for self pay customers as well. Their 21 year history of quality work is in evidence via both their ASE and I-Car Gold Class certifications. They have two Car-O-Liner benches in conjunction with Car-O-Tronics computers for body repairs and heated paint booths with one being a "downdraft" and the other being a "cross flow" to enhance their capacity. The Seller is offering financing at 7 yr. amortization with a balloon payment at the 36th month and a long term lease on the facility.  
SIC:info@vrcharlotte.com

Code:10831-I

Information Technology Service Company located in Southern New Jersey. Proven track record of profitability with excellent growth opportunities. The facilities are efficiently organized, well maintained and could be acquired along with the business. In 2007, the Company had revenue of approximately \$1 million with normalized cash flow to owner in excess of \$400K.  
SIC:7373, 7379

Code:10829-I

The Company develops and markets internet based property management software for the vacation rental management and property management industry. It is well-known and highly respected in the marketplace. The Company has been in business for over 7 years and can be easily moved and operated from virtually anywhere in the world. It has established excellent long-term relationships with its marquis customer base and currently generates approximately \$1 million in annual revenue with approximately \$185,000 in normalized cash flow to the owner.  
SIC:7371

Code:10830-I

## Retail

RETAIL PHARMACY  
REVENUE: \$18,200,000  
LOCATION: MIDATLANTIC  
CODE:10823-I

BOAT SALES AND SERVICE  
REVENUE: \$8,740,937  
PRETAX: \$941,317  
PURCHASE PRICE: \$2,250,000  
LOCATION: SOUTHEAST  
CODE:10828-I

## Acquisitions Available

The Company is a full service retail pharmacy with limited over-the-counter business. It has been in business for over 15 years and has established a well-respected and recognized name in the marketplace. The Company has modern equipment and enjoys a great management team and an experienced, stable, and nonunion workforce. This is a high net margin business with excellent future growth potential. In 2007, the Company had over \$18 million in revenue with over \$2.2 million in normalized EBITDA.  
SIC:5912

Code:10823-I

This is a rare opportunity to purchase the area's premier boat dealership with a 25 year history, exceptional profitability and ideal location! The business is located on one of the Southeast's premier lakes and also right on a major state highway. This is a full sales and service dealer representing the finest boat and marine engine manufacturers. They have a strong service and parts business and they continue to do well in this economy.  
SIC:5551

Code:10828-I

## Retail

SPORTING GOODS REVENUE:\$8,000,000  
PRETAX: \$960,000.00  
PURCHASE PRICE: \$6,000,000.00  
LOCATION: WEST COAST  
CODE:10827-I

MOTORCYCLE & CHOPPER DEALER  
REVENUE: \$4,843,045  
PRETAX: \$160,223  
PURCHASE PRICE: \$1,200,000  
LOCATION: WEST COAST  
CODE:10826-I

FARM EQUIPMENT DEALER  
REVENUE: \$4,497,309  
PRETAX: \$12,388 PURCHASE PRICE: \$800,000  
LOCATION: SOUTHEAST  
CODE:10825-I

BUILDING MATERIALS  
REVENUE: \$4,000,000  
PRETAX: \$375,000  
LOCATION: MIDWEST  
CODE:10792-I

MULTI-UNIT FRANCHISEE WITH EXCLUSIVE  
TERRITORY  
REVENUE: \$2,500,000  
LOCATION: MID ATLANTIC  
CODE:10824-I

## Acquisitions Available

This a niche business. Soccer is the theme. All Apparel and accessories related to the game of soccer and all major brands are offered on all locations. Good management, consistent pool of employees and several locations. The sales are made up of teams and retail. Internet sales have made up their debut just about 2 years and represent just a little less than 5% of the Gross sales.  
SIC:n/a Code:10827-I

The company was founded in 2002 and opened their doors officially March 1, 2004 in their new state-of-the-art, built to suit facility. The dealership specializes in the sales and service of its unique specialty motorcycles and choppers. It has grown rapidly and is poised for takeover by a local owner/enthusiast or a company that specializes in Motorcycle sales. It utilizes a customized, built to suit, turnkey 17,000 (approximate) SF facility converted at an approximate cost of \$1.3 million dollars. The owner has several car dealerships and the Chopper Dealership is not a good fit with the other dealerships and needs a hands-on owner/operator. The Company is located in Central 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. The Company currently has 17 employees.  
SIC:5571 Code:10826-I

Established over 20 years ago, this profitable and full-service dealership has served the needs of local farmers and customers for all their new and used farm equipment needs. Housed in a 6,000+ sq. ft. facility, this business is equipped with a showroom space, parts area, service warehouse, and office space. The dealership has had sales in excess of \$4.5M for each of the last 2 years, and for the first 3 months of 2008 their sales are already in excess of \$1.9M! The business has a staff of 6 full-time employees that handle everything from sales, service, parts, and bookkeeping and are a great asset to the dealership. Further, the purchase price of the business will also include an ample supply of parts and accessories, working capital, and assets that combined will total over \$400,000. This dealership would be an excellent opportunity for someone looking to expand their presence and to rep a strong product line. This is a stock sale.  
SIC:5999 Code:10825-I

Full line Small town America Building Material Outlet serving the community with all types of building materials, development of building lots, commercial steel buildings, job site disposal units, etc. The retail location consists of 5-6 acres and 31,000 sq. ft of indoor storage and display area. This owner has taken this business from a very small town operation to a full service community leading business. The company services an area of a 30 mile radius with occasional sales up to 100 miles. If you love hunting and fishing you will love this location.  
Code:10792-I

The Company is a multi-location (4) indoor tanning salon franchisee with an established operating history and well respected and recognized name. The Company is located in a major metropolitan area in the Northeast and has an exclusive area development agreement with its franchisor, which presents the potential to open as many as 20 additional stores. It has outstanding strategic locations with modern facilities and equipment. It is a high net margin business with excel-

## Retail

OFFICE SUPPLY BUSINESS  
REVENUE: \$1,600,000  
PRETAX: \$85,000  
PURCHASE PRICE: \$250,000  
LOCATION: SOUTHEAST  
CODE:10822-I

WHOLESALE BAKERY & RETAIL COFFEE SHOPS  
REVENUE: \$1,000,000  
PRETAX: \$160,000  
PURCHASE PRICE: \$390,000  
LOCATION: MIDWEST  
CODE:10791-I

## Other

INSTALLATION OF WATER, SEWER & STORM  
DRAINS  
REVENUE: \$30,000,000  
PRETAX: \$2,300,000  
LOCATION: WEST COAST  
CODE:10819-I

OIL, GAS, & POWER INDUSTRY - SCAFFOLDING  
PROVIDER  
REVENUE: \$28,600,000  
PRETAX: \$11,800,000  
PURCHASE PRICE: \$TBD  
LOCATION: SOUTHEAST  
CODE:10818-I

## Acquisitions Available

lent future growth opportunities. Employees and management are corporately trained and certified (nonunion). Approximately 45% - 55% of revenue is recurring. Presently the business generates approximately \$2.5M in revenue with \$870K in Normalized EBITDA  
SIC:7299 Code:10824-I

A well established, family based office supplies company, with over 80 year business history. It offers a complete office solution in terms of supplies, machines, equipment, and furniture. In addition, this company offers its customers - individuals and businesses- an outstanding maintenance and repair service for their office machines. Included in the purchase price is \$32,700 of fixtures, equipment and furniture, also included is \$100,000 worth of inventory valued at cost.  
SIC:5021-01-00 Code:10822-I

Ten-year old company with great potential. This business has the best of both in terms of having B2B and Business-to-Customer revenue streams. With a commissary that produces artisan crafted bread products for wholesale and retail coffee shops, this company has multiple retail locations selling their product as well as others. This company has great name recognition and has a steady customer base with minimal advertising. This is a great opportunity for a strong entrepreneur to come in and take the company to the next level.  
SIC:5812-03-04 Code:10791-I

## Acquisitions Available

Founded in 1990, the Company specializes in the installation of sewer, water, and storm drain systems. It primarily services San Diego County, while on occasion picking up projects in nearby Imperial County. 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, back flow services, fire services, transmission mains, storm drain systems, concrete structures, rip rap, distilling basins, energy dissipaters, and storm water treatment systems. It performs projects for all of the major residential developers within the industry. With the knowledge and expertise of its employees, the Company is viewed as one of the best in the business. During the year the work force numbers 140 to 150 employees which include laborers, pipeline operators, foremen, and support. Of these employees, over 50% have been with the Company for five years or more.  
SIC:1623 Code:10819-I

Oil, Gas, & Power Industry - Scaffolding Provider. The subject company is a scaffolding equipment supplier that specializes in the sales and rentals of select scaffolding equipment to the industrial and commercial markets especially in the oil, gas, and power industry. This company provides equipment along with additional services from scaffold engineering & design training, and project planning. For Fiscal Year 2007, the company's earnings were \$5,018,267 on revenue of \$14,195,254. The company's TTM-June 2008 earnings is \$11,831,306 on revenue of \$28,651,108.  
SIC:N/A Code:10818-I

## Other

DRY UTILITY SYSTEMS CONTRACTOR  
REVENUE: \$24,033,104  
PRETAX: \$4,721,910  
LOCATION: WEST COAST  
CODE: 10817-I

AGGREGATE SUPPLIER & ROAD, BRIDGE,  
CONCRETE UNDERGROUND UTILITY,  
RESIDENTIAL & COMMERCIAL CONTRACTOR  
REVENUE: \$15,000,000  
PRETAX: \$2,500,000  
LOCATION: WEST COAST  
CODE: 10816-I

INFORMATION TECHNOLOGY  
REVENUE: \$14,000,000  
PRETAX: \$1.1M  
LOCATION: SOUTHEAST  
CODE: 10815-I

TRANSPORTATION & DUMPSITE MANAGEMENT

## Acquisitions Available

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 Orange, Riverside and San Diego counties. Most work is performed on pre-negotiated prices. Crews are supported with various boring machines, back hoe 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: 10817-I

The Company was established in 1972, employs nearly 150 people, and owns nearly 350 acres of land. The fair market value of tangible hard assets (excluding quarries, asphalt, and concrete plant) exceeds \$17 million. 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. Their work includes road building, asphalt paving, underground utilities, bridge construction, airport expansions, office complexes and metal buildings, slurry sealing, and hot applied crack sealing. Their private sector work involves site work, forestry road building, as well as residential, industrial, and commercial developments, subdivisions, office complexes, schools and shopping centers, structural concrete, concrete flat work, custom home building, and equipment rental. On the public sector side, customers include state, federal, city, county, and municipal agencies.  
SIC: 1611, 1623 Code: 10816-I

Located in the Eastern U.S., the company provides systems and network integration, services, and technology consulting offerings that encompass all aspects of voice, data and video communications to \$50M - \$1B revenue companies (SME's). Beyond simply implementing technology solutions for customers, the company provides managed services to support those solutions 24 / 7. More importantly, the company has positioned themselves as a single source solution provider for all of their customer's technology requirements. The company's main lines of revenue come from the manufacturing/distribution (19%), finance (18%), service (18%), and transportation (15%) industry sectors. The company's investments in their people, processes and technologies has allowed them to experience increased recurring revenue every quarter over the last three years. They have invested heavily in their own infrastructure offerings to aid in the future realization of \$80M - \$100M in revenue within 5 years given the right resources and continued execution of their strategy. For Fiscal Year 2007, the company's earnings were \$1,099,601 on revenue of \$14,099,033 with approximately 55% of revenue derived from hardware (Wintel and Midrange products) and 45% from managed services and project / consulting services.  
SIC: N/A Code: 10815-I

The Company was originally established in 1991 and has been a

## Other

COMPANY  
REVENUE: \$4,990,000  
PRETAX: \$1,300,000  
LOCATION: WEST COAST  
CODE:10821-I

ELECTRONIC COMPONENTS DISTRIBUTOR &  
CUSTOM BATTERY MANUFACTURER  
REVENUE: \$3,097,696  
PRETAX: \$84,498  
LOCATION: SOUTHEAST  
CODE:10820-I

## Acquisitions Available

leader in facilitating the import and export needs of the construction industry in California. The Company specializes in dumpsite management throughout several nearby counties. Throughout the years The Company has successfully completed thousands of mid to large scale earth moving projects. During these years The Company has established a sound reputation for integrity, performance, and customer service. The Company specializes in transportation of fill materials and is able to provide its clients with all of the heavy equipment, trucking, personnel, haul route permits, and street sweeping needed for virtually any project. The Company provides an economical, turnkey service for earth transportation. The Company was recently awarded an exclusive municipal contract which is expected to generate revenues in excess of \$30,000,000 spread out over 5-10 years. The work on this contract is set to commence in 2009.  
4.2121E+27                      Code:10821-I

Located in the Southeastern U.S., the company is not only a leading distributor of batteries, resistors, connectors and many other electronic components, they also provide a value-added service by being able to manufacture battery packs specifically designed to meet a customer's exact needs. The company's past and present success is due in large part from the number of quality people that are employed at the company, the years and breadth of experience of their employees, and the company's first-rate customer relationships. The company's success is illustrated by the fact that they are still operating in a market that has seen about 50% of their competitors exit the area or go out of business. Further illustration of their success can be found by examining the loyalty towards their company as evidenced by their customer's desire to continue to buy from the company even though the customer may have moved to another area of the country or been bought by another entity. The company has developed long relationships with their customers, because their customers sense that the company can meet any of their specific electronic component supply needs. Customers also believe that the company's qualified staff can solve most problems that they may encounter related to any type of electronic component. The company provides their customers with competitive pricing brought about by the company's ability to procure lower cost electronic components from such countries as China, resulting in a less expensive price for the customer. SIC:NA  
Code:10820-I

**Other**

**Acquisitions Available**

**RIGGS-ALLEN<sup>®</sup>**  
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