

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.

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RIGGS/ALLEN® REPORT AT A GLANCE

Riggs/Allen® Report is a private, confidential, multiple listing service covering middle market merger, acquisition, divestiture and corporate finance opportunities.

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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All listings are coded as follows: A unique code number followed by a letter. The letter indicates whether the listing is from an Intermediary-I or Principal-P.

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Manufacturing

FERTILIZER BLENDING OPERATION
REVENUE: \$16,000,000
PRETAX: \$4,800,000
PURCHASE PRICE: \$29,000,000
LOCATION: SOUTHEAST
CODE: 10866-I

COMMERCIAL PRINTER
REVENUE: \$11,161,000
PRETAX: \$720,325
LOCATION: WEST COAST
CODE: 10865-I

ASPHALT PLANT
REVENUE: \$7,862,495
PRETAX: \$835,081
LOCATION: SOUTHEAST
CODE: 10874-I

MANUFACTURING
REVENUE: \$4,988,768
PRETAX: \$1,064,449
LOCATION: SOUTHEAST
CODE: 10873-I

HIGH PRECISION CNC
REVENUE: \$4,400,000
PURCHASE PRICE: \$4,500,000
LOCATION: NORTHEAST
CODE: 10872-I

MECHANICAL CONTRACTOR
REVENUE: \$3,765,000
PRETAX: \$324,000
LOCATION: MID ATLANTIC
CODE: 10871-I

Acquisitions Available

Fertilizer Blending operation selling to large growers throughout the Southeast and for export. Sales should double and profits triple with new bagging operation allowing the company to sell to large chain stores at larger profits.
SIC:0711 Code:10866-I

The Company processes weekly and other time sensitive materials. Diversified customer base—no concentration issues. State-of-the-art equipment.
SIC:2754 Code:10865-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 side 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:10874-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:10873-I

Our client's company is a full service custom precision machine shop. Offering precision CNC machining, 5 axis machining, milling and turning services Our client services the Aerospace Industry, Military Industry, Medical Industry Automotive Industry and also does work for Flow Measurement Components, and the Semiconductor Industry. Client also offers full secondary operations to compliment the machining expertise. With many years of experience and long term relationship philosophy, this company experiences rewarding customer and vendor relationships. Management, engineering and inspection in place. Capable / qualified work force available in the area and at present management will stay. All financial information is based on the 2007 Tax year. Real Estate may be leased with option to buy or outright purchase of building and land
SIC:39 Code:10872-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 back-flow preventer installation and testing services. Sheet metal fabrication shop with plasma table; coil line operations. Grown on word of mouth with little advertising. Almost all business is referral or repeat work. Backlog over \$4.0 million.
SIC:1711 Code:10871-I

Manufacturing

PRINT & SIGN MANUFACTURER
REVENUE: \$3,577,323
PRETAX: \$332,168
PURCHASE PRICE: \$3,500,000
LOCATION: SOUTHEAST
CODE: 0870-I

NICHE SPORTS RELATED MANUFACTURING &
WHOLESALE
REVENUE: \$2,900,000
LOCATION: MIDWEST
CODE: 10869-I

ABSENTEE OWNED ELECTRONICS
MANUFACTURING
REVENUE: \$2,665,642
PRETAX: \$503,755
PURCHASE PRICE: \$2,478,900
LOCATION: WEST COAST
CODE: 10868-I

INJECTION MOLDING & TOOL ROOM
REVENUE: \$2,000,000
LOCATION: MIDWEST
CODE: 10867-I

Acquisitions Available

This is an outstanding opportunity to own a leading manufacturer and supplier of all types of signage to the wholesale industry. This business is a highly regarded, approved vendor for every major sign and printing franchise in the United States. Using the latest technology available, they have the capability in-house to print directly on virtually any material. Our client has shown steady growth, has built a strong base of repeat clients, and is located in a highly desirable area in the southeast. 2008 Sales 11 Mo: \$3,576,627; EBITDA plus Owner Benefit: \$625,077
SIC:2759 Code:10870-I

Established for nearly 40 years, this niche sports related manufacturing and wholesale distribution company has been serving clients throughout the United States. Just recently, the company began servicing two other countries, one outside of North America, which are virtually untapped growth markets. The company has one patent. In addition to the owner there are 17 employees. The owner believes all key employees would be willing to stay with a new owner. The real estate and buildings utilized for the business have been appraised at \$1,175,000. The owner will consider selling, leasing or leasing with option to buy. The equipment and machinery are in excellent condition. The recent FMV appraisal is approximately \$700,000. A complete list is available upon request. The owner is of retirement age and combined with personal/family reasons it was determined to sell and allow the energy and new marketing ideas which come with a new, younger owner to take the company to the next level. The owner will provide training and transition for a mutually agreeable period of time following closing as part of the acquisition. However, under the right circumstances, the owner would consider working part-time or consulting for an extended period of time if new owner so desires. Due to the various pricing structures available and the owner's willingness to sell or lease the real estate, it is assumed that prospective purchasers shall possess sufficient industry knowledge and financial sophistication to determine value and submit offer. Any reasonable offer and structure will be considered.
SIC:3599-03 Code:10869-I

Fully staffed manufacturing business that does minimal marketing and advertising with an owner that has no previous experience in the business. This full service contract electronics manufacturer has experienced exponential growth in the last 5 years due to increasing demand for quick turnaround of complex multilayer electronic products. The seller's role has been in marketing and in sales and a new owner needs no formal electronics background. This co. manufactures prototypes and electromechanical boards for many products that still cannot be built overseas by foreign companies that can't deliver the quality and reliability of the made in the USA label. The business generates giant margins with definite growth potential for a full time owner. And there is no better time to buy a business that has this much cashflow at such a reasonable price.
SIC:36459900 Code:10868-I

Fifty year old molding company with tool shop. Great reputation and credit. Same customers for twenty years. Twenty three molding machines to 300 ton. Horizontal and vertical ; Like new condition. Mfg from 1995 to 2002 ; One brand; Completelights out capability. Complete tool room. Management will stay for five years. Two blocks from toll road entrance. 31,000 s/f building with expansion capability. Price with property, equipment, etc, A/R ; AIP . \$2,650,000. For qualified co. or person; \$350,000 down. Balance; Twenty year amortization and five year balloon at 5%. Can sell tool room or any equipment with proceeds paid against principle. Death in family is reason for sale.
SIC:3999 Code:10867-I

Manufacturing

ELECTRICAL CONTRACTOR - PROFITABLE AND ESTABLISHED
REVENUE: \$1,000,000
PRETAX: \$241,000
LOCATION: MID ATLANTIC
CODE: 10863-I

WINDOW COVERINGS
REVENUE: \$1,000,000
PRETAX: \$183,673
PURCHASE PRICE: \$619,000
LOCATION: SOUTHWEST
CODE: 10864-I

HIGH FASHION, PHOTOGRAPHY AND PRODUCTION STUDIO, BEVERLY HILLS, HOLLYWOOD, LOS ANGELES
REVENUE: \$845,000
PRETAX: \$400,000
PURCHASE PRICE: \$1,500,000
LOCATION: MIDWEST
CODE: 10875-I

WIRELESS / ALTERNATIVE ENERGY CONSTRUCTION
REVENUE: \$6,500,000
PRETAX: \$2,100,000
PURCHASE PRICE: TBD
LOCATION: MOUNTAIN STATES
CODE: 10862-I

SPECIALTY METAL DISTRIBUTOR & FABRICATOR
REVENUE: \$6,170,823
PRETAX: \$587,618
PURCHASE PRICE: \$6,750,000
LOCATION: SOUTHEAST
CODE: 10861-I

Acquisitions Available

Full service electrical contracting company located in SW VA. This subchapter S corporation was established in 1981 and now serves an established clientele of general contractors, commercial and industrial customers, and property developers and managers. Strategically placed in an expanding regional market with clients who depend on the company for design, installation, and maintenance of power, lighting, control, and telecom wiring. Company has over \$2M in signed contracts. Real estate not included in sale, but possibly available.
SIC: 1731 Code: 10863-I

This Retail Window Covering Outlet and Factory Manufactures 1" Aluminum and Vertical Blinds. Additional products, such as Solar Shades, Cellular Shades, Wood Blinds, Roman Shades, Shutters, Woven Woods Shades and Pleated Shades are also sold. Represented are the following companies: HunterDouglas, Comfortex, Graber, Norman, Mecho Shade, Mark window Products and Skandia Window Fashions. In business for over 13 years, this company has prospered, allowing the owner to accumulate wealth and raise a family. 2 employees will remain with the business and will assist in a very smooth transition to new owners.
SIC: 332900 Code: 10864-I

This well established, World Renowned, full service Photography, Video and Production Studio offers cutting edge facility, equipment and services to a current list of agencies, publicist, producers, photographers and clients who desire nothing but the best when it comes to their Image.
SIC: 36459900 Code: 10875-I

Established in 2003 this company has rapidly grown into one of the largest wireless construction companies in Colorado providing new site construction and maintenance services to almost all of the major wireless carriers in the region. They have branched into alternative energy construction which is a rapidly growing and highly profitable market. The company has in house fabrication capabilities giving it a competitive advantage in the marketplace. They have excellent employees and a strong management team in place. They have recently expanded into another state to meet the growing demands of their clients with the opportunity to open offices in other locations in the future. Sales & Revenues based on actuals through 10/31/08.
SIC: 1799 Code: 10862-I

This company is a specialty metal distributor and fabricator. They supply specialty metals and finished and semi-finished products to government departments, OEMs, transportation and the building and construction industry. Their metalworking process capabilities include sawing, punching/drilling, forming, bending, shearing, laser/plasma, and welding. Their top 5 customers represent the vast majority of total sales, but those purchases represent a very small portion of their total needs. This is a tremendous opportunity for organic growth for someone willing to invest in other metal products, primarily stainless steel. The owner has tremendous knowledge of the metals and specifications that customers need, but otherwise is not hands on in the day-to-day operations or with directly handling customers. 2008 Sales 11 Mo: \$6,237,553; EBITDA + Owner Benefit: \$994,421
SIC: 5085 Code: 10861-I

Distribution

WHOLESALE DISTRIBUTION OF ELECTRICAL COMPONENTS

REVENUE: \$5,659,924
PRETAX: \$294,929 PURCHASE PRICE:
\$2,100,000
LOCATION: MOUNTAIN STATES
CODE: 10860-I

DISTRIBUTOR OF FOOD SERVICE EQUIPMENT FOR RESTAURANT & HOSPITALITY INDUSTRY

REVENUE: \$5,483,842
PRETAX: \$527,415
LOCATION: WEST COAST
CODE: 10859-I

DISTRIBUTION COMPANY

REVENUE: \$2,916,918
PRETAX: \$131,049
PURCHASE PRICE: \$1,250,000
LOCATION: SOUTHEAST
CODE: 10858-I

STONE AND TILE DISTRIBUTOR

REVENUE: \$1,654,325
PRETAX: \$42,257
PURCHASE PRICE: \$500,000
LOCATION: SOUTHEAST
CODE: 10857-I

PREPACKAGED SOFTWARE RESELLER

REVENUE: \$1,297,701
PRETAX: \$120,093
PURCHASE PRICE: \$485,000
LOCATION: SOUTHEAST
CODE: 10856-I

Acquisitions Available

This wholesale distributor of electrical components imports a wide variety of products mainly from Asia. They sell both off the shelf and custom components used in variety of industries and through their suppliers they have the ability to help clients custom design products. The company has several offices throughout the U.S. with a warehouse in California to receive goods from Asia. The majority of their inventory is brought in based on commitments from customers so it typically turns within 90 to 100 days. They have developed a successful line of products trademarked under their brand name and they are now marketing many of their products under this brand name. The company has a strong experienced sales team in place and a strong operations manager. As a result, the owner only works approximately 20 to 30 hours per week overseeing the business.

SIC: 5065 Code: 10860-

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, his or her 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 jobsite requirements. The company's 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. They are a member of a buying group that allows more competitive pricing. The company enjoys 50% repeat customers.

SIC: 504603 Code: 10859-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: 10858-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: 10857-I

This Reseller company was founded by the present owner seven years ago. The company is a reseller of IT products and systems for businesses. With an aggressive marketing plan they have achieved a 70% growth in sales in three years. POS systems perform various functions for different industries, such as managing inventory, automated purchase orders, best/worst sellers, loyalty plans, and managing employee's hours and wages. They have a system for most niche businesses in the retail industry. The company has five employees, the owner is responsible for some sales and managing the company,

Distribution

Acquisitions Available

they operate out of a 1,700 sq. ft. office ideally located in a major city in the Southeast. This is a great opportunity for a strategic buyer or an individual with an understanding of the IT industry. 2008 Sales 10 Months: \$999,487; EBITDA plus Owner Benefit: \$96,466
SIC:5045 Code:10856-I

Service

Acquisitions Available

HEAVY CONSTRUCTION
REVENUE: \$26,286,740
PRETAX: \$7,106,744
LOCATION: SOUTHEAST
CODE: 10906-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 and has a very impressive client base. The CEO (a shareholder) is willing to stay on with a new owner.
SIC:1794 Code:10906-I

HEAVY CONSTRUCTION
REVENUE: \$16,546,083
PRETAX: \$2,694,194
LOCATION: SOUTHEAST
CODE: 10900-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:10900-I

COMMUNICATIONS EQUIPMENT PROVIDER
REVENUE: \$8,162,201
PRETAX: 394,774
PURCHASE PRICE: \$4,500,000
LOCATION: SOUTHEAST
CODE: 10908-I

Founded some 25 years ago by the present owner, our client is in the business of selling, installing and supporting voice and data communications equipment, software and solutions for business applications. While they can supply and support applications in the smallest businesses, they have focused and developed a niche in large and complex systems, as well as call centers and networking multiple locations to function as one system. The smallest system sells for as little as \$5,000, while the large more complex systems can run well over \$1,000,000 and involve locations throughout the United States. There is a long life cycle to these projects and client relationships as they involve installing the systems as well as on-going support through extended warranty and support agreements. Some of their accounts have been clients for 25 years. They operate in multiple metropolitan areas in the southeast United States with two locations owned 100% by our client.
SIC:7389 Code:10908-I

HEALTHCARE MARKETING COMPANY
REVENUE: \$7,628,167
PRETAX: \$107,222
LOCATION: SOUTHEAST
CODE: 10907-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 \$8.356M thru October 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

Service

Acquisitions Available

AUTO COLLISION REPAIR BUSINESS
REVENUE: \$2,500,000
PRETAX: \$190,000
LOCATION: MIDWEST
CODE:10905-I

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:10907-I

COMMERCIAL JANITORIAL BUSINESS FOR SALE
REVENUE: \$1,817,689
PRETAX: \$1,817,689
PURCHASE PRICE: \$2,300,000 LOCATION:
SOUTHEAST
CODE: 10904-I

This business is engaged in auto collision repair and started more than 38 years ago in 1970. The company enjoys a loyal and repeat customer base and has an excellent reputation in this industry. The business has potential for significant sales growth utilizing existing equipment and facilities. The company is an excellent acquisition candidate as a stand-alone entity with growth potential or as an add-acquisition for an existing synergistic organization.
SIC:7532-01 Code:10905-I

ALARM AND LOW VOLTAGE WIRING
REVENUE: \$1,800,000
PRETAX: \$593,170
PURCHASE PRICE: \$2,900,000 LOCATION:
MOUNTAIN STATES
CODE:10903-I

Thirty-two-year-old family-owned-and-operated janitorial service covers the Tampa Bay area. The firm emphasizes excellent customer service and meeting a complete range of needs including floor care, window washing, and providing paper goods and other supplies. Easy to operate. Most of the cleaning personnel work for sub-contractors. There are numerous ways to grow the business, including making more outside sales calls and establishing a full-fledged janitorial supply division. Lender pre-qualified. Sales Price \$2,300,000.
SIC:7349 Code:10904-I

COMMERCIAL CONTRACTOR GREAT CASH
FLOW - ASPHALT & STRIPING SPECIALIST
REVENUE: \$1,740,000
PRETAX: \$144,000
PURCHASE PRICE: \$395,000
LOCATION: WEST COAST
CODE:10902-I

Located in one of North America's premier resorts and catering to a broad range of high end homeowners and commercial accounts this business has a strong and proven record of success. Opportunities for continued growth and sustained income are abundant. The company offers a broad range of products and services ranging from low voltage custom residential and commercial security systems, integrated fire, intrusion and environmental detection systems, 24 Hour alarm monitoring systems to lavish high end Home Theatre systems thus ensuring its revenues are diversified and secure no matter what the economy brings. With the growing need for families and businesses to feel "safe" and with the advances in electronics and the need to incorporate this technology in homes and businesses, the company is set for a long and prosperous future. It is situated in an incredible location with unlimited growth, which generates the many leads that drive the large projects it is known for.
SIC:541990 Code:10903-I

MASONRY COMPANY
REVENUE: \$1,658,195
PRETAX: \$84,028
PURCHASE PRICE: \$540,000
LOCATION: SOUTHEAST
CODE: 10901-I

This business has a cashflow in excess of 145K and 200K in equipment and can be purchased for under 400K, it provides asphalt paving and striping to its loyal customers. For 32 years this business has been consistently profitable in its marketplace. Long standing relationships with customers have assured repeat business. Over \$200,000 in current book of business backlog. Opportunity to expand into other construction areas or into commercial maintenance.
SIC:36459900 Code:10902-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

Service

TAMPA BAY AC SERVICE COMPANY
REVENUE: \$1,462,047
PRETAX: \$1,462,047
PURCHASE PRICE: \$570,000
LOCATION: ALL
CODE: 10899-I

COMMERCIAL AND RESIDENTIAL GLASS
COMPANY
REVENUE: 1,350,000
PRETAX: \$184,595
PURCHASE PRICE: \$585,000
LOCATION: MOUNTAIN STATES
CODE: 10898-I

HVAC & PLUMBING
REVENUE: \$1,210,000
PRETAX: \$179,000
LOCATION: MIDWEST
CODE: NN10897-I

AUTOMOTIVE BODY REPAIR & PAINT SHOP
REVENUE: \$1,002,218
PURCHASE PRICE: \$300,000
LOCATION: NSOUTHEAST
CODE: 10896-I

Acquisitions Available

remain strong despite the downturn in the economy.
SIC:1741 Code:10901-I

18-year-old Tampa Bay HVAC company focuses on residential service and change outs. Consistently profitable. Complete financial records. Seller works about 24 hours per week, while three managers run day-to-day operations. The seller could serve as the qualifier for the HVAC license. The real property can be purchased with the business and would be an excellent investment. Gross Revenue \$1,462,047 Owner Benefit \$191,826.
SIC:1711 Code:10899-I

This company is the dominant commercial and residential glass company in its market. The business is approximately 50% commercial and 50% residential, resulting in consistent year-round revenues. Excellent contracts are in place for 2008 and beyond, for large commercial/residential projects. The business is located in a desirable area of the Colorado Mountains with a vibrant economy and excellent growth trends. Currently, the owner is active in the business and will assist in training the new owners. Key long-term manager/estimators are in place. The company also has exclusive arrangements with industry leading suppliers and dealers for its glass products
SIC:812990 Code:10898-I

Established for nearly 25 years, this rapidly growing business performs 100% commercial jobs. They specialize in office complexes, large warehouses and schools. The staff is highly trained and on average has been employed with the company for over 5 years. The two job foremen currently operate without supervision and can easily transition into the bid and estimate work. This company currently takes on only 20% of the jobs they are offered. They are poised for tremendous growth with the right acquisition. There is approximately 3,200 sq. ft. on 2.5 acres. The Seller owns the real estate and will lease the property at fair market value. The equipment is in excellent condition. A detailed schedule of assets to be included in the sale is available upon request. The seller is willing to train and transition the Purchaser for a mutually agreeable period immediately following closing to ensure a smooth and seamless transition. Due to the unique nature of this business and the variety of acquisition structures that the Seller is willing to entertain, it will be assumed that the Purchaser and/or advisor of the Purchaser will possess sufficient financial sophistication to determine value and submit an offer to purchase.
SIC:1711-17 Code:10897-I

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 "down-draft" 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:7538 Code:10896-I

Retail

RESTAURANT SERVING DELI FOOD
REVENUE: \$9,500,000
PURCHASE PRICE: 5,500,000
LOCATION: NORTHEAST
CODE: 10895-I

BOAT SALES AND SERVICE
REVENUE: \$8,740,937
PRETAX: \$745,559
PURCHASE PRICE: 2,350,000
LOCATION: SOUTHEAST
CODE: 10894-I

MULTIPLE LOCATION CASUAL DINING
RESTAURANTS IN CENTRAL/SW VA
REVENUE: \$6,500,000
PRETAX: \$1,000,000
LOCATION: MID ATLANTIC
CODE: 10893-I

MOTORCYCLE & CHOPPER DEALER
REVENUE: \$4,843,045
PRETAX: \$160,223
PURCHASE PRICE: \$1,200,000
LOCATION: WEST COAST
CODE: 10892-I

UPSCALE DOWNTOWN INDY BAR &
RESTAURANT
REVENUE: \$4,500,000
PRETAX: 635,000
LOCATION: MIDWEST
CODE: 10891-I

FARM EQUIPMENT DEALER
REVENUE: \$4,497,309
PRETAX: \$175,773
PURCHASE PRICE: \$550,000
LOCATION: SOUTHEAST
CODE: 10890-I

Acquisitions Available

Most unique restaurant serving deli foods in Metropolitan NYC area. Projected 2009 Gross \$9,500,000 per year. Ideal model to start national chain, very low rent, very high net, 100 employees.
SIC: 3731me Code: 10895-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. 2008 Sales 9 mo: \$6,312,041; EBITDA plus Owner Benefit: \$531,460. Plus Assumption of Floor Planned Inventory.
SIC: 5559 Code: 10894-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 \$1.5 mil to \$2.8 mil. Award winning food offered in a comfortable and casual dining atmosphere. Turnkey situation. Real estate is possibly available.
SIC: 5812 Code: 10893-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 early 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. Now in its fourth year of sales and service, the Company currently has 17 employees. It 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 in the Company's new facility.
SIC: 5571 Code: 10892-I

High Volume Upscale Bar & Restaurant - one of Indy's top destinations! 3 way Liquor license. Prime downtown location. Lot's of amenities. For 2007, the business had gross revenue of more than \$4.5MM and EBITDA of \$635,000, with 40% Food; 28% Liquor; 32% Other. There is currently a full management staff in place that runs the facility. A new owner could choose to be absentee and keep the management in place if so desired. The equipment is in excellent condition. A detailed schedule of assets to be included in the sale is available upon request. The seller is willing to train and transition the Purchaser for a mutually agreeable period immediately following closing to ensure a smooth and seamless transition.
SIC: 5812-08 Code: 10891-I

Established over 20 years ago, this profitable and full-service dealership has served the needs of local farmers and customers in Virginia 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 two years,

Retail

UPSCALE RESTAURANT AND BAR
REVENUE: \$4,060,000
PRETAX: \$660,000
LOCATION: WEST COAST
CODE:10889-I

WELL-ESTABLISHED LANDSCAPE / BUILDING
MATERIALS SUPPLY
REVENUE: \$3,200,000
PRETAX: \$460,000
PURCHASE PRICE: \$1,500,000
LOCATION: WEST COAST
CODE: 10888-I

POOL SALES & INSTALLATION CO. W/ RETAIL
STORE
REVENUE: \$2,453,000
PRETAX: \$147,000
PURCHASE PRICE: \$525,000
LOCATION: MIDWEST
CODE: 10887-I

Acquisitions Available

and for the first 3 months (fiscal yr Apr-Jun) 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.
SIC:5999 Code:10890-I

This high volume upscale bar and restaurant is located in an area of downtown Seattle experiencing explosive growth, including numerous well-known national brands. For 2007, the business had gross revenue of more than \$4.0MM and EBITDA of \$660,000, with 32% food, 51% liquor and 17% other. This is a high growth opportunity due to the development of condos, office and retail complexes within walking distance of the site.
SIC:581 Code:10889-I

Highly Profitable, Well Established Landscape Materials Supply Company Offers Two Convenient Locations And A Full-Line Of Landscape Materials. Customers Include Contractors, Landscapers As Well As Individual Home Owners. This Company Provides Many Varieties Of Bark And Decorative Rock Including Flagstones And Stepping Stones; Sand, Gravel And Blended Soils; Moss Rocks And Other Specialty Materials. They Deliver Their Product To A Large Surrounding Area. This Business Includes Several Trucks Including Bobtails, 10 Wheels, Flatbeds, Transfer Trucks, Tractors, A Fork Lift And A Power Screen. One Location Features A 4500 Sq. Ft. Building With An 800 Sq. Ft. Office. The Other Location Has A 2,500 Sq. Ft. Building That Also Includes An Office. Management Is Already In Place, So New Owner Can Just Walk In And Continue The Operation. Current Owner Needs To Attend To Other Pressing Interests And Has Listed This Business Below Estimated Value For Immediate Sale. Seldom Do Businesses Such As These Come On The Market. Qualified Buyers Need To Act While This Lucrative Business Opportunity Is Available.
SIC:5211 Code:10888-I

This business is a full service sales, installation and retail pool business. With over a 1000 pool installations and renovations, they also have a full retail store selling spas, above ground pools, fireplaces, high-end casual furniture and all water care products. The company has won numerous National and Regional awards for pool and spa design and installation. This incredible opportunity has been established for over 30 years by the same owner/operators. A must see and a turnkey operation! Besides the current owners, there are 10 full-time and 12 part-time employees. With exception of the current executive management, it is not anticipated that there will be any employee turnover resulting from the sale. The real estate is owned by the seller of the business. The building is 10,000 square feet, and is valued at \$900K. The seller is willing to sell the real estate at fair market value or lease it for terms and conditions to be negotiated prior to closing. Should the purchaser elect to lease, the Seller is willing to provide the seller with a first right of refusal. The equipment is in excellent condition. A detailed schedule of assets to be included in the sale is available upon request.
SIC:1799-21 Code:10887-I

Begun 1991 as drop ship retailer of plumbing fixtures. Everything

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Copy these forms, then fax or mail them to Riggs/Allen® Report today for prompt response.

Retail

PROFITABLE DROP SHIP RETAILER PLUMBING
FIXTURES BUSINESS
REVENUE: \$2,226,067
PRETAX: \$1,813,988
PURCHASE PRICE: \$45,000
LOCATION: UNITED STATES
CODE: 10886-I

MONMOUTH COUNTY SHORE RESTAURANT
REVENUE: \$2,047,605
PRETAX: \$380,000
PURCHASE PRICE: \$1,450,000
LOCATION: NORTHEAST
CODE: 10885-I

VERY POPULAR STEAKHOUSE FRANCHISE
REVENUE: 1,940,000 PRETAX: \$205,000
PURCHASE PRICE: \$650,000
LOCATION: MIDWEST
CODE: 10884-I

MOTORCYCLE DEALERSHIP NO. CA.
REVENUE: \$1,882,029
PURCHASE PRICE: \$1,500,000 LOCATION:
UNITED STATES
CODE: 10883-I

SWIMMING POOL PRODUCTS
REVENUE: \$1,500,000
PRETAX: \$241,000
PURCHASE PRICE: \$844,000 LOCATION:
MIDWEST
CODE: 10882-I

ON LINE RETAILER REVENUE: \$1,160,291
PURCHASE PRICE: \$200,000
LOCATION: UNITED STATES
CODE: 10881-I

Acquisitions Available

from sinks, faucets, tubs, accessories, toilets from close to 200 different manufacturers. Generates net profit about 110-150k yearly, grown every month with 300 new customer. Generates about 21,800 States visitor monthly, and 31,000-35,000 monthly worldwide. Sell include about 8000 loyal customer. Total monthly sales about 185k, with profit about 10-15k yearly.
SIC: 800 Code: 10886-I

'One of the best places to visit'. Newly renovated restaurant in Monmouth County. Seating approximately 200 people. Outstanding location for any type of event, parties, to business meetings. Located at a busy marina. Dock and dine location. Outstanding food menu, from casual to fine dining restaurant, 7 day operation, quiet ambiance overlooking a beautiful marina breakfast menu – Sat/Sun – memorial day – labor day year round lunch and dinner 11:00am to 11:00pm – weekends 1:00am delivery service to all the local offices and surrounding community for lunch, dinner, or party catering. Restaurant has a Liquor license, with 3 bars. Outside Tiki bar adjacent to the marina and restaurant with a wood stove, cooking pizza and other casual food. Happy hour starts 4-6pm with many give away prizes. Music starts at happy hour until 10:00pm <local noise ordinance> inside has a 22 seat bar service bar which is used primarily for catering parties of 10 – 200 people. Owner is a top creative chef with over 20 years experience in designing and creating top rated restaurants in the area. Owner is willing to stay on in a managerial capacity to assure a smooth transition for the new owners.
SIC: 3612rd Code: 10885-I

Very popular steakhouse that seats over 200 guests and has a full service bar with a 3 way liquor license. This is part of a successful 25 year old franchise group that currently operates 80 to 90 restaurants systemwide. This particular concept is their hottest new concept and is the primary focus of their growth plans. Real estate is available.
SIC: 5812-08 Code: 10884-I

This is one of the largest volume Motorcycle dealerships in Northern California. They have one of the largest inventories of new motorcycles, personal watercraft, all-terrain vehicles (ATV's) and scooters. They also have a selection of quality used vehicles of various makes and models. This is a full service dealership - sales, parts, service and accessories.
SIC: 5571 Code: 10883-I

A long established Company operating in the swimming pool industry. Products they sell include among other things, swimming pool kits, equipment, chemicals, parts, and accessories. The Company has established a strong, solid customer base through many years of excellent customer service and quality products. An outstanding niche business!
SIC: 5091-18 Code: 10882-I

Rare opportunity to own a leading online retailer of Asian, cult, martial arts and other obscure import films. Founded 8 years ago, the company has shown stable revenue growth and a demonstrated ability to survive in an adversarial online market (despite minimal advertising). Well-established reputation, honest product reviews and top tier customer service - resulting in a loyal customer base with high

Retail

THREE TAMPA BAY FRANCHISE RETAIL STORES
REVENUE: \$1,140,000
PRETAX: \$1,140,000
PURCHASE PRICE: \$500,000
LOCATION: SOUTHEAST
CODE: 10880H

Acquisitions Available

(30%+ yearly) re-order rate. Strong 2008 performance despite economic climate with growth projected for 2009. Highly motivated sellers; management to stay on
SIC:5734 Code:10881-I

The firm is the franchise area developer and operator of three existing retail specialty stores. The brand is highly successful in other cities. This is a great opportunity for a marketing-oriented buyer to acquire beautiful up-and-running stores for a third of their original cost, bring the stores up to their potential, and open more locations. An operations manager runs the stores and will stay with the business.
SIC:54 Code:10880-I

Other

DRY UTILITY SYSTEMS CONTRACTOR
REVENUE: \$24,033,104
PRETAX: \$4,721,910
LOCATION: WEST COAST
CODE:10878-I

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, 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:10878-I

AGGREGATE SUPPLIER & ROAD, BRIDGE,
CONCRETE UNDERGROUND UTILITY,
RESIDENTIAL & COML CONTR
REVENUE: \$15,000,000
PRETAX: \$2,500,000
LOCATION: WEST COAST
CODE:10877-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. 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. The Company's work includes road building, asphalt paving, underground utilities, bridge construction, airport expansions, office complexes and metal buildings, slurry sealing, and hot applied crack sealing.
SIC:1611, 1623 Code:10877-I

INSTALLATION OF WATER, SEWER & STORM
DRAINS
REVENUE: \$11,000,000
PRETAX: 960,000
PURCHASE PRICE: \$CONFIDENTIAL
LOCATION: WEST COAST
CODE: 10876-I

The Company was founded in 1990 and is a general engineering contractor with a class "A" California State Contractors License. It specializes in the installation of sewer, water, and storm drain systems, as well as dry utilities work. It primarily services San Diego County and nearby Imperial County. Owner/Operator prefers to remain with the Company post closing. 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 serv-

Other

TRANSPORTATION & DUMPSITE
MANAGEMENT CO.
REVENUE: \$4,990,000
PRETAX: \$1,300,000
LOCATION: WEST COAST
CODE: 10879-I

FIRE SPRINKLER COMPANY
REVENUE: \$7,432,191
PRETAX: \$515,131
PURCHASE PRICE: \$3,750,000
LOCATION: SOUTHEAST
CODE: 10856-I

Acquisitions Available

ices, fire services, transmission mains, storm drain systems, concrete structures, rip rap, desilting basins, energy dissipaters, storm water treatment systems, gas, electrical, and cable. It performs projects for all of the major residential developers within the industry and also does a large quantity of work in the public sector. SIC:1623
Code:10876-I

The Company was originally established in 1991 and has been a 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 it has successfully completed thousands of mid to large scale earth moving projects. During these years it 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. It 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.

SIC:4212 Code:10879-I

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 Fortune 100 and Fortune 500 companies.
SIC:1799 Code:10856-I

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