

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

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Manufacturing

SITE/ROAD CONTRACTOR WITH TWO ASPHALT PLANTS
REVENUE: \$45,000,000
PRETAX: \$ 6,000,000
LOCATION: SOUTHEAST
CODE: 0931-I

COMMERCIAL PRINTER
REVENUE: \$11,161,000
PRETAX: \$720,325
LOCATION: WEST COAST
CODE: 1 0917-I

PACKAGING EQUIPMENT MANUFACTURER
REVENUE: \$9,000,000
LOCATION: MID ATLANTIC
CODE: 10937-I

AUTOMATION ASSEMBLY SYSTEMS MANUFACTURING COMPANY
REVENUE: \$7,100,000
PRETAX: \$3,100,000
LOCATION: ALL
CODE: 10936-I

STEEL FABRICATION COMPANY
REVENUE: \$ 7,000,000
LOCATION: MID ATLANTIC
CODE: 10935-I

SPECIALTY METAL DISTRIBUTOR AND FABRICATOR
REVENUE: \$6,360,000
PRETAX: \$713,862
PURCHASE PRICE: \$5,250,000
LOCATION: SOUTHEAST
CODE: 10934-I

Acquisitions Available

This offering includes a site and road construction company with two asphalt plants that was established some 20 years ago. The company focuses on complete site development projects of all types and D.O.T. work. Their two asphalt plants are within one hour of each other. They also have a backlog as of January 1, 2009 of \$60,800,000 including various site development projects, several miles of 4 lane D.O.T. work and 300,000 tons of asphalt from their plants! Included in the sale is approximately \$20,000,000 worth of construction equipment, valued at replacement value; the original plant with 16 acres of land and all of the equipment for the second plant (10 acre site is optional). The construction company has two facilities housing office personnel and equipment repair which are offered for lease. The businesses are run by second generation family and key family member(s) will stay on with a new owner for a reasonable timeframe to ensure a smooth transition. This is a rare opportunity to purchase an exceptional business with a long history of profitability and two asphalt plants that would be difficult, if not impossible, to duplicate.
SIC:1794 Code:10931-I

The Company processes weekly and other time sensitive materials. Diversified customer base—no concentration issues. State-of-the-art equipment.
SIC:2754 Code:10917-I

The Company specializes in manufacturing automated packaging machinery designed and built for reliability and trouble free performance. It is located in the Mid-Atlantic region with an operating history that spans over 30 years. The Company offers a complete comprehensive line of automated packaging systems to meet the demands of manufacturers throughout various industries. The Company enjoys an experienced, non-union workforce and has excellent future growth potential. It currently generates approximately \$9 million in annual revenue.
SIC:3565 Code:10937-I

Company designs, develops and manufactures custom turnkey assembly systems that solve specific manufacturing and production problems, and it does so for a "blue chip" client list of repeat customers. Occupies a strong niche — designing and building high-speed, continuous motion assembly systems for high-part count products assembled from plastic-injection molded components — and excels in this space. Ready for a turn-key transition to new ownership
SIC:3569-07 Code:10936-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:10935-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

Manufacturing

OEM FABRICATION EQUIPMENT
MANUFACTURER
REVENUE: \$ 5,525,808
PRETAX: \$ 1,213,439 ADJ. EBITDA
LOCATION: ALL
CODE: 10933-I

REVOLUTIONARY WIRELESS AUDIO
COMPANY REVENUE: \$4,672,000
PRETAX: UNDISCLOSED
PURCHASE PRICE: SUBMIT OFFER
LOCATION: WEST COAST
CODE: 10932-I

STEEL FURNITURE MANUFACTURER
REVENUE: \$4,000,000
LOCATION: MID ATLANTIC
CODE: 10929-I

MANUFACTURER OF CUSTOM LEATHER
PRODUCTS FOR COLLEGE BOOKSTORES
REVENUE: \$4,000,000
PRETAX: \$700,000
LOCATION: MID ATLANTIC
CODE: 10930-I

Acquisitions Available

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.
SIC:5051 Code:10934-I

Founded in 1909 as a contract machine shop and reorganized in the mid 1950's as an OEM, this company has become a leading manufacturer of its products. Beginning in 2003 under new ownership the Company has prospered and grown with new controlled infrastructures put into place. Today the Company manufactures high speed, automated welding and forming equipment for the steel container industry, serving the domestic appliance, oil and chemical industries. The Company through its products and services is the number one in the industry and by which others set their standards. The Company boasts an outstanding management and staff with considerable years of experience expertise and long term employment with the Company. Growth opportunities are achievable in this fragmented industry with its present customers and potential new customers worldwide. Why Buy This Company?: Excellent opportunity to acquire an OEM manufacturing company with tremendous growth opportunities and exceptional product lines which can be expanded with the development of new markets with its existing products.
SIC:3599 Code:10933-I

Finally, wireless audio technology that is "as good as wired." Breakthrough technology and award-winning brand name products position the acquirer of this relocatable Company to revolutionize the audio industry. 11 SKU's current, 3 new products on the way. U.S. and international distribution in place. OEM parent company has reluctantly made the decision to divest this division to a larger industry player with the resources to realize its fullest potential.
SIC:3651-98 Code:10932-I

The Company specializes in manufacturing steel furniture for offices, schools, and banks. It is located in the Mid-Atlantic region and has an operating history that spans over 70 years. The business has an outstanding location with excellent facilities and equipment. The workforce is non-union. The Company currently generates approximately \$4 million in annual revenue with \$500,000 of normalized EBITDA.
SIC:2522 Code:10929-I

Founded in 1969 this NATIONAL BRAND NAME in the insignia products arena dominates the college bookstore market for small leather goods and related items including back sacks, pad holders, ring binders, portfolios, ID holders, and wallets. The company has exclusive factories throughout Asia. As a vertical manufacturer the company controls all phases of the manufacturing process from design through development and quality control. The firm's reputation for service, quality, value and reliability is unsurpassed. The company's product distribution includes practically every University and College in the USA. License agreements are in place with all of the collegiate organizations which authorize the company to provide customized college logo products to the appropriate bookstores. In addition the company has the capability and capacity to produce and develop custom products for Corporate and Premium market. Each year the company produces a color catalog containing the approximately fifty items available in the various school colors and logos. The majority of the items manufactured are stocked in the companies' warehouse

Manufacturing

Acquisitions Available

PRINT & SIGN MANUFACTURER
REVENUE:\$ 3,825,025
PRETAX: \$583,207
PURCHASE PRICE: \$3,500,000
LOCATION: SOUTHEAST
CODE: 10928-I

MANUFACTURER AND DESIGNER OF POINT
OF PURCHASE DISPLAYS
REVENUE: \$3,800,000
PRETAX: \$750,000
LOCATION: MID ATLANTIC
CODE: 10927-I

SPECIALTY MANUFACTURER OF METAL
PRODUCTS
REVENUE: \$ 3,200,000
LOCATION: MID ATLANTIC
CODE: 10925-I

and available for immediate customization and delivery by Outside Contractors used by the company. Sales are handled by a National Sales Rep. Organization with vast experience in the college market and a large staff of seasoned professionals. Management consists of four individuals including a Director of Sales and Operations, two Sales and clerical Assistants plus a creative service individual for custom logos and approvals. The warehouse is approximately 4,000 square feet. Business is relocateable.
SIC:3172 Code:10930-

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.
SIC:2759 Code:10928-I

From "concept and prototype development to completion and fulfillment" this business is a "one-stop" source for every phase of Point of Purchase Display production. The company is a vertically-run, full service manufacturer that operates from its modern "state-of-the-art facility. Its capabilities include cutting edge design, and technologies incorporating the latest in production die cutting technology. The company is fully equipped to handle a broad scope of MATC mounting and finishing of all paper weights and substrates such as Litho, Sintra, Plastics, Boards and Corr-O-Plas. The company utilizes high-tech machinery for vacuum/thermal forming. Processes include High-Speed Heavy and Light Gauge sheet thermoforming with inline die cutting and pressure forming and Close Tolerance Injection molding and Injecting innovation. Advanced 150 ton to 800 Ton Presses plus a staff of experienced managers and operators providing the highest quality aluminum and steel tooling, hot runner molds, CAM action molds, telescoping and textured molds. The company operates 14 hot stamping and transfer print machines in both large and small format ranging from 1/2 ton to 10 ton (horizontal and rotary). The firm's reputation for service, quality, value and reliability is unsurpassed in the Point of Purchase Display sector that serves the cosmetic, health, food and vitamin industries. The business leases 50,000 SF of manufacturing and warehouse space which includes 3,000 SF of Executive Office space. There are 30 full time employees, with as many as 100 hourly employees, when needed, allowing for specific "Fast Turn Around Projects". Corporate staff includes a Design and Engineering Department as well as Plant Managers in the key production areas. Company has no Outside Sales Representatives. Non-Union. The Two Owners are available on a short or long term basis and will consider Equity Participation
SIC:3993 Code:10927-

The Company designs, develops and manufactures highly specialized, engineered precision parts, assemblies and proprietary products for aerospace, industrial and medical applications. It has established a well-respected and recognized name in the marketplace and has an operating history that spans over 35 years. It has an established customer base of blue chip companies including a 5 year contract with the top customer. The Company enjoys a great management team and an experienced, stable, and non-union workforce. This business is experiencing significant growth. The Company has grown revenues an average of over 18% for the past 5 years and expects an approximate 30% increase in 2009. In 2008, Management estimates the business will generate approximately \$3.2 million in revenue with over \$1 mil-

Manufacturing

Acquisitions Available

MANUFACTURER OF PATENTED OPTICAL
COATINGS
REVENUE: \$3,000,000
PRETAX: \$1,200,000
LOCATION: MID ATLANTIC
CODE: 10924-

lion in normalized EBITDA. 2009 is expected to be another growth period.
SIC:3679 Code:10925-I

This high profit niche business is a leader in developing and marketing hydrophilic coatings in the US and internationally. Their coatings technology features abrasion resistance, long term anti-fog functioning, thermoformability and various combinations of the above. The technology is described and protected by US and foreign counterpart patents. A large industrial manufacturer has licensed a specific application of the technology which generates substantial sales and royalties to the Company. Established and potential uses of the Company's technology include coatings for visors and goggles used for eye protection on sport and worker safety products, as well as military eyewear. Other markets include treated film for commercial freezer doors (which result in substantial energy savings for the store), architectural and automotive glazing, gauge and instrument covers, polarizers, and medical products. Approximately half of total Company sales are to customers in Asia through direct sales in some areas, and through distribution agreements with representatives in Japan, China, Korea, and Taiwan. Salesto Europe account for an additional 22% of current business. Most of the Asian sales are to contract coaters of various types of eyewear. The swim goggles, motorcycle visors and worker safety goggles, etc, produced with the Company's products are then exported to North America and Europe. The Company leases 9000 sq ft in a suburban office park which includes executive offices, laboratory and warehouse space. Staff consists of two principals plus a management team that includes a Business Development Manager, Senior Chemist, Technical Service and Production Managers and customer service personnel. The owners wish to retire but are available for a lengthy transition period.
SIC:2339 Code:10924-

MANUFACTURER OF PATENTED FENCE,
GATE & RAILING SYSTEM
REVENUE: \$2,000,000
LOCATION: MID ATLANTIC
CODE: 10923-I

Manufacturer of Patented Aluminum Fence, Gate & Railing System located in Eastern Region. Patented product with excellent future growth opportunities and is looking to partner with a larger firm who could broaden product distribution and penetrate new markets. Real estate includes an 80,000 sq. ft. manufacturing facility situated on approximately 20 acres with a recently purchased, state-of-the-art powder coating line. The Company has capacity to generate \$25M in its existing facility. Management expects 2008 revenue to be approximately \$1.5 million and 2009 to be in excess of \$2.5M.
SIC:3446 Code:10923-I

CUSTOM CABINETRY MANUFACTURER
REVENUE: \$1,769,051
PRETAX: \$495,860
PURCHASE PRICE: \$1,200,000
LOCATION: MOUNTAIN STATES
CODE:10922-I

A fantastic opportunity for someone who is ready to take ownership of a profitable, well-run business that has plenty of window for growth. This is the favored company for the area's general contractors who have wealthy customers building large, custom houses. They work directly with homeowners to dream, design, create and install cabinetry for kitchens, bathrooms, media rooms, etc., for \$150k to \$400k per project. The business is housed in a built-to-order beautiful workshop facility with plenty of natural light and comprehensive workbenches, paint-booth room, a customer sales room and more. The next owner would benefit from woodwork and construction industry experience, but the future needs of the company are managing the finances and business strategy including pursuing opportunities for product and market expansion. The business is located in a highly-desirable and growing resort town that offers an outstanding lifestyle in both summer and winter.
SIC:1751 Code:10922-I

Distribution

INDUSTRIAL SERVICE, DISTRIBUTION &
MANUFACTURING
REVENUE:\$1,700,000
PRETAX: \$560,000
PURCHASE PRICE: \$MAKE OFFER
LOCATION: MIDWEST
CODE: 10921-I

FOOD MANUFACTURING
REVENUE: 1,628,335
PRETAX: \$547,861
PURCHASE PRICE: \$1,800,000
LOCATION: MOUNTAIN STATES
CODE: 10920-I

MEDICAL SUPPLY AND DISTRIBUTOR
BUSINESS FOR SALE
REVENUE: \$ 1,167,728
PURCHASE PRICE: \$1,100,000
LOCATION: SOUTHEAST
CODE: 10919-I

MANUFACTURER OF CUSTOM TRAILERS
REVENUE: \$1,122,849
PRETAX: \$217,904
LOCATION: WEST COAST
CODE: 10918-I

MFG OF PATENTED CONSUMER BEACH &
PATIO PRODUCTS
REVENUE: \$1,000,000
LOCATION: MID ATLANTIC
CODE: 10916-I

NATURAL JUICE BEVERAGE PRODUCER
REVENUE: \$ 325,000
PRETAX: \$125,000
PURCHASE PRICE: \$500,000
LOCATION: NORTHEAST
CODE: 10926-I

Acquisitions Available

Industrial service, distribution & manufacturing business with a long history of customer adherence & loyalty. This Midwest company uses a combination of 6 employees and outside subcontractors to service a diversified industrial customer base from food production, coatings mfg., to construction material manufacturers. Although 2008 was not the greatest revenue year, the servicing the maintenance portion of the market delivered the highest earning in the history of the company. With revenues under \$2MM, EBITDA earnings of \$560K, and assets of under \$350K a buyer is expected to bring \$1.2 million equity or greater to the transaction.
SIC:333410 Code:10921-I

In business since 1990, this company is the leading grower and distributor of 12 all natural products to the grocery and food service industries in the Rocky Mountain region. All products are hydroponically grown in a fully automated environment. Products are harvested, packed and shipped to customer distribution centers within 24 hours to assure freshness and quality. The business has 3 trademarks. The total purchase price of \$3.3 million includes a 20,000 sq. ft. turnkey facility that has all of the required federal and state approvals for a food processing plant. Growth in sales is expected to continue as consumers realize the nutritional benefits of the products.
SIC:0182 Code:10920-I

What recession? This 18-year-old manufacturer and distributor of certain disposable medical supplies continues to increase sales and improve margins. Some products are proprietary. Practically all sales are made to medical supply distributors, including well-known players in the industry. The founder/owner has managed all customer accounts himself, and he believes adding sales personnel would increase sales significantly, especially because the company holds only a tiny share of the total market. Gross Revenue \$1,167,728. Owner Benefit \$279,080. Sales Price \$1,100,000.
SIC:8099 Code:10919-I

This manufacturing Company is a leader in the design and construction of large custom trailers serving a very diversified client base from race car companies to mobile surgical units. 2008 sales = \$1+ Million. Cash flow including rent to owner = \$217,902. The company has an excellent West Coast location and the property is also for sale or lease from the seller. The total land area of 6.06 acres has 3 buildings and plenty of area to expand.
SIC:3713 Code:10918-I

Manufacturer of Patented Consumer Beach Products located in Southeastern Pennsylvania; however, given the nature of the business, it could operate virtually anywhere in the country. It has patented products with excellent future growth opportunities. In 2008 the Company had revenue of approximately \$1.1M with normalized cash flow to owner in excess of \$325K.
SIC:3999 Code:10916-I

This established all natural juice beverage producer is ripe for acquisition. It is run part time by a semi retired entrepreneur. The product is shelf stable and requires no refrigeration. Sales are through distributors and direct to business customers. Additional products have been developed and not marketed. Margins are terrific at all lev-

Distribution

ELECTRONIC COMPONENTS DISTRIBUTION
REVENUE: \$17,381,783
PRETAX: \$1,380,080
LOCATION: UNITED STATES
CODE: 10909-I

WHOLESALE DISTRIBUTOR OF HARDWARE
& DOORS
REVENUE: \$ 7,044,369
PRETAX: \$355,000
PURCHASE PRICE: \$2,500,000
LOCATION: WEST COAST
CODE: 10915-I

WHOLESALE DISTRIBUTOR OF PARTY
ACCESSORIES & GIFTS
REVENUE: \$5,325,678
PRETAX: \$425,130
PURCHASE PRICE: \$2,000,000
LOCATION: WEST COAST
CODE: 10913-I

WHOLESALE DISTRIBUTOR OF PARTY
ACCESSORIES & GIFTS
REVENUE: \$5,325,678
PRETAX: \$425,130
PURCHASE PRICE: \$2,000,000
LOCATION: WEST COAST
CODE: 10914-I

DISTRIBUTOR OF FOOD SERVICE
EQUIPMENT FOR RESTAURANT &
HOSPITALITY INDUSTRY REVENUE:
\$5,095,025
PRETAX: \$356,635
LOCATION: WEST COAST
CODE: 10912-I

Acquisitions Available

els (manufacturer/distributor/retailer). Production is very simple and uses a commodity product. Great business as a stand alone company or product line extension.
SIC:5149 Code:10926-I

At a high level, this Eastern U.S. company distributes various types of electronic components and embedded computing solutions used in virtually all industries. They are estimated to be in the top 10% of independent distributors in the U.S. They maintain relationships with hundreds of electronic manufacturers located throughout North America, Europe, and Asia. With such a diverse supply base, they are able to provide their customers with a balanced portfolio of immediate need parts, long-term requirements, and a flexible linecard of options going far beyond traditional distribution programs.
SIC:3677 Code:10909-I

Wholesale distributor of hardware & Doors. Wide Customer base. 2008 Sales \$7 Million+, EBITDA \$300,000+, Sellers Discretionary Earnings \$350,000+. Confidential Business Review available for qualified buyers with confidentiality agreement, buyer profile and buyer financial statement.
SIC:5072 Code:10915-I

This company is one of the largest West Coast wholesale distributors of a specific category of party accessories & gifts. The products have wide appeal for a huge customer base (2,300 current clients) that range from large grocery/drug stores to small independent retailers and service businesses. Almost any business can make use of this Company's products. CBR available for qualified buyer.
SIC:5199 Code:10913-I

This company is one of the largest West Coast wholesale distributors of a specific category of party accessories & gifts. The products have wide appeal for a huge customer base (2,300 current clients) that range from large grocery/drug stores to small independent retailers and service businesses. Almost any business can make use of this Company's products. CBR available for qualified buyer. Price of 2 Million includes 1 Million in inventory.
SIC:5199 Code:10914-I

The company specializes in food service equipment for the restaurant and hospitality industry. 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 others 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:10912-I

Service

SPECIALTY TRUCK SERVICE & PARTS
DISTRIBUTOR
REVENUE: \$ 4,300,000
LOCATION: MID ATLANTIC
CODE: 10911-I

NICHE EDUCATIONAL EQUIP & SUPPLIES
DISTRIB-EXCLUSIVE TERRITORIES
REVENUE: \$ 2,300,000
PRETAX: \$ 327,000
LOCATION: SOUTHEAST
CODE: 10910-I

AIR & GROUND AMBULANCE SERVICE-HIGH
GROWTH REVENUE: \$32,000,000
PRETAX: \$4,700,000
LOCATION: ALL
CODE: 10956-I

HEAVY SPECIALIZED CARRIER
REVENUE: \$ 25,000,000
PURCHASE PRICE: \$
LOCATION: MID ATLANTIC
CODE: 10955-I

VERY HIGH GROWTH AMBULANCE SVC;
OWNER WILL RETAIN EQUITY
REVENUE: \$ 14,400,000
PRETAX: \$ 2,250,000
LOCATION: UNITED STATES
CODE: 10952-I

Acquisitions Available

The Company specializes in the sale and installation of steering and suspension parts for heavy duty trucks. It has been in business for over 80 years and has established a well-respected and recognized name in the marketplace. The Company enjoys a great management team and an experienced, stable, and non-union workforce. In 2008, the Company generated approximately \$4.3 million in revenue.
SIC:5013 Code:10911-I

High Growth, and somewhat recession-proof Distributor, with exclusive rights & territories sells proprietary OEM equipment and supplies to Schools & Educational markets. Approx 45-50% of sales are 'residual' sales of proprietary supplies that are exclusive to the equipment and must be purchased through this company, by the customer, providing excellent margins & ongoing residual sales & income. Exclusive distribution rights for equipment & supplies for various counties and states in southeast. New sales territories just added which will further grow sales & earnings in the future. Lots of top side growth both in existing markets and in new markets (both new territories and new market segments which have gone unsolicited). New sales people recently added for new territories which will pay dividends in 2009. Sales growth in 2008 is 23% over 2007. Earnings have grown over 20% as well. Gross Margin: 40%. This is truly an ideal company for anyone in sales/marketing and who wants to capitalize on huge upside growth. Business is located in a very nice area close to large metro area, but could also be relocated if desired by buyer...approx 4 people operate out of headquarters, out of 8 total. Plenty of room to grow (can easily double sales) within existing facility (real estate also available if desired).
SIC:5.1126E+11 Code:10910-I

Fast growing non-emergent ambulance company has gone from \$ 3 MM to \$ 30 MM in 6 years; Very strong Mgt team in place; Owner seeking sub-debt lender who's investment will include obtaining minority equity position in parent company, in order to increase working capital & expand rotor based air ambulance company (sister co). Current LOC is \$1.5 MM; Total assets \$ 18 MM; Total Debt \$ 9 MM. Very aggressive Mgt team and owner. More information available after CA.
SIC:4119, 4522 Code:10956-I

The Company has been in business for over 20 years and provides specialized and heavy hauling transportation services with emphasis on transporting oversized construction materials and equipment into New York City. It includes a brokerage division that generates revenue from loads brokered to other trucking companies and is a major player in the growing field of imported farm machinery. The Company has a well-known and respected name, a diversified customer base, and has excellent future growth potential. It has in-house mechanical shops to service and maintain tractors and trailers, and a large fleet of specialty transportation equipment needed to move heavy, wide, or long loads. In 2008, the business generated approximately \$25 million in revenue with approximately \$3.5 million in normalized EBITDA.
SIC:4213 Code:10955-I

This VERY high growth ambulance co has a 3 year average growth rate of 50% per year! Yes 50%! This is unheard of in the industry, as industry avg is 7% per year. Owner & Mgt team are very aggressive on growth & expansion. It should be noted that NONE of this growth has been by way of acquisition.. It has been 100% organic growth. The owner regularly scouts new areas for expansion, does their

Service

Acquisitions Available

homework/DD, secures the most appropriate manager for this area and opens the facility. They have a history of grabbing market share VERY quickly and becoming profitable in only a very few month's time. The owner has assembled a professional mgt team which runs the day to day operation at each location; the owner's main focus has been to research new service areas & securing talented mgt to run these operations. They are very aggressive & have proven their methods to be very successful. Projected gross sales in 2009 is forecast to be another 40%+ growth year with \$ 20-22 MM in. Please principals only; No buy side fee situations. We specialize in this industry & have other ambulance companies available in various states. Real estate optional. Location to be disclosed after CA is executed

SIC:4119, 4522

Code:10952-I

MOBIL CRANE & CONSTRUCTION
DEALERSHIP, LEASING, MAINTENANCE, &
PARTS REVENUE: \$8,700,000 PRETAX:
\$1,500,000 LOCATION: WEST COAST
CODE: 10964-I

Established in 1976 this Company has been consistently profitable even through the downturn years. The Company has grown to one of the regions larger and most respected mobile crane and construction equipment dealership & rental companies. The Company sells mobil construction equipment and leases and rents, with a specialty in mobile booms and cranes. The Company also does maintenance repairs, training, certification, and sells parts. The Company has two locations. Customers come from all areas of the construction, government, mining, petroleum, railroad, utility and agriculture industries. Customers can order custom made units which are fabricated and built by the Company. Facilities: The headquarters building contains 33,210 sq. ft. of administrative, maintenance and service and sits on 4.2 acres of usable space. The building and land have been fully developed for optimum usage and with state of the art equipment. Why Buy this Company? An excellent opportunity for a strategic/synergistic company to expand geographically, increase cash flow and profitability. A company can gain a large customer base for cross pollination and equipment distribution rights. The Company is highly competitive and has quality products, skilled personnel, management, excellent operating systems, and exceptional facilities. It is a stable Company with excellent growth opportunities.

SIC:53241

Code:10964-I

COLD STORAGE COMPANY
REVENUE: \$7,000,000
LOCATION: MID ATLANTIC
CODE: 10963-I

Cold Storage Company located in the Mid-Atlantic region. Maintains approximately 7 million cubic ft. and specializes in blast freezing, frozen storage and other refrigeration/freezer needs. Long operating history with a well-respected and recognized name and an established customer base. The facilities are efficiently organized and well maintained. Strong management team in place that is expected to remain with the Company following a transaction. The Company will generate approximately \$7M in revenue with normalized EBITDA in excess of \$1M.

SIC:4222

Code:10963-I

SPECIALIZED TELECOMMUNICATIONS
CONSTRUCTION
REVENUE: \$6,396,000
PRETAX: \$1,964,000
LOCATION: MOUNTAIN STATES
CODE: 10962-I

This company provides new site construction and maintenance services to the telecommunications industry. They are expanding into other states as the demand for their specialized services grows. Their in-house capabilities, including metal fabrication and electrical installation, enables them to operate more profitably than their competitors. Currently, the company employs 50 people including key management personnel. With this highly qualified staff, they can complete many projects on a "turn key" basis. This industry segment, which did \$133.1 billion in revenues in 2007, is expected to generate \$175.2 billion in business by the end of 2012.

SIC:1791

Code:10962-I

Service

ADVERTISING AGENCY
REVENUE: \$6,275,000
PRETAX: \$696,619
PURCHASE PRICE: \$3,500,000
LOCATION: ALL
CODE: 10961-I

BROADBAND SERVICE COMPANY
SHOWING CONTINUED GROWTH
REVENUE: \$ 5,166,386
PRETAX: \$2,086,035
LOCATION: UNITED STATES
CODE: 10960-I

AMBULANCE SERVICES
REVENUE: \$4,900,000
LOCATION: MIDWEST
CASH FLOW\$ 1,100,000
CODE: 10959-I

AMBULANCE SERVICE
REVENUE: \$4,700,000
PRETAX: \$ 1,200,000
PURCHASE PRICE: NEGOTIABLE
LOCATION: MIDWEST
CASH FLOW \$ 1,000,000
CODE: 10958-I

Acquisitions Available

This full service Illinois based advertising agency focuses on direct response and sales promotion programs. Clients are derived from a mix of national retail, franchise, and consumer businesses and includes Insurance, Self-Storage, Telecommunications, Senior Living, Healthcare, Restaurant, Flooring, Non-Profit, & Automotive. Pretax Earnings are minus \$300K for owners.
SIC:7311 Code:10961-I

Sales increased over \$1,000,000 from 2007 to 2008 while EBITDA doubled despite the economic slowdown based on growing demand for data services. Current projections indicate strong, continued, growth. Get on-board with the latest telecommunication technology and applications services provided by this Broadband Services Co. (BSC). This BSC is a stable, profitable company with a history of growth and a 10 Million dollar 5 year revenue projection. The company provides broadband services installation, support, and maintenance with a heavy focus on reliability and quality. The company's primary focus is on multi-tenant buildings, condo developments, office buildings, and apartment complexes. The company focuses on construction stage as well as post construction services and maintenance. The business has established itself as a market leader by being versatile, meeting the changing needs of their customers, and by providing a high quality service. The Company has long lasting, well established relationships with major telecommunications providers. The company currently maintains offices in 5 states.
SIC:23531 Code:10960-I

This Company provides several types of ambulance services, including basic life support, paramedic and 911 emergency transportation services. The Company also provides nonemergency transport services to various patients. Revenue generated is both contracted and noncontracted. The business would be an excellent add-acquisition for an existing synergistic organization. There are 75 full-time and 125 part-time employees. Primary facility is sub-leased from the current Company owner. Portions of the building are leased to other tenants. The Business could be relocated at buyer's discretion. All equipment is in excellent condition. A detailed schedule of assets to be included in the sale is available. The owner is operating multiple business entities and would like to focus interests in other areas. 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:4119 Code:10959-I

This Company provides several types of ambulance services, including basic life support, paramedic and 911 emergency transportation services. The Company also provides nonemergency transport services to various patients. Revenue generated is both contracted and noncontracted. The business would be an excellent add-acquisition for an existing synergistic organization. There are 75 full-time and 125 part-time employees. Primary facility is sub-leased from the current Company owner. Portions of the building are leased to other tenants. The Business could be relocated at buyer's discretion. All equipment is in excellent condition. A detailed schedule of assets to be included in the sale is available. The owner is operating multiple business entities and would like to focus interests in other areas.

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Listing

Listing Categories

_____ Acquisitions Available:

_____ Acquisitions Wanted:

_____ Financing:

Type of Company

_____ Manufacturer:

_____ Distributor/Wholesaler:

_____ Service:

_____ Retail:

_____ Other (Please Specify): _____

Revenues: _____

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Phone: () _____ Fax: () _____

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Service

Acquisitions Available

JANITORIAL SERVICES B2B SCHOOLS,
GOVERNMENT, OFFICE BUILDINGS
REVENUE: \$ 3,695,432
PRETAX: \$328,383
PURCHASE PRICE: \$1,200,000 PLUS
EARNOUT LOCATION: ALL
CODE: 10957-I

HEALTH CARE MARKETING RESEARCH
REVENUE: \$2,258,412
PRETAX: \$327,238
LOCATION: UNITED STATES
CODE: 10954-I

COMMERCIAL CONSTRUCTION
REVENUE: \$1,668,472
PRETAX: \$692,919
PURCHASE PRICE: \$2000,000
LOCATION: SOUTHEAST
CODE: 10953-I

DEVELOPER / DISTRIBUTOR OF
PROFESSIONAL DEVELOPMENT COURSES
FOR EDUCATORS REVENUE: \$1,337,000
PRETAX: \$201,000
PURCHASE PRICE: \$CONFIDENTIAL
LOCATION: WEST COAST
CODE: 10951-I

MASONRY COMPANY
REVENUE: \$1,167,027
PRETAX: \$150,891
PURCHASE PRICE: \$225,000
LOCATION: SOUTHEAST
CODE: 10950-I

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:4119 Code:10958-I

This full service Illinois based Janitorial Service has been in operation since 1978 and services a very diverse client base in both Northern Illinois and Indiana, as well as Southern Wisconsin. Of the 57 clients billed in 08, 23 represent County Agencies, Schools, and Government offices and contribute 77% of the revenue while the remaining 34 Office Building clients make up the additional 23%. Contracts are typically 3-5 years and are based on a \$13.00 to \$14.00 man-hour cost structure. This is a non-union business.

SIC:7349 Code:10957-I

This highly professional company is a health care marketing, research and consulting firm that serves the needs of organizations in managed care, integrated health care delivery systems, pharmaceutical companies, pharmacy benefit managers, medical device firms, hospitals, health care associations and related companies. The firm's diverse staff understands the subtle complexities and interrelationships of the health care industry and is incredibly successful in turning insight into profitable relationships. The staff includes former health care executives, researchers, authors, university professors and marketing professionals.

SIC:541910 Code:10954-I

Record revenue and profits in 2008! Large backlog. 2009 forecasted to be equal to the sales and profitability of 2008 which during this slow economic time period bodes well for the long term success of this company. Their clients are large commercial contractors who sub out steel fabrication and erection work.

SIC:7692 Code:10953-I

Founded in 1985, the Company is a well established and growing developer, marketer, and distributor of non-classroom, independent study, advancement courses for teachers nationwide. The courses are sponsored by two California universities. Teachers, administrators, and school counselors take the Company's advancement courses for graduate-level, professional development credit, which increases teacher pay levels and satisfies some recertification requirements. The Company's courses also provide valuable materials and information for educators to use to develop units of study for their classrooms. Professionals in law enforcement, social work, and penal systems nationwide also enroll in the Company's courses to satisfy certain pay increase requirements. The Company has had an Internet presence since 1995, and its courses now total over 500. The Company is enjoying steady growth and has an enormous potential for future growth.

SIC:82990201 Code:10951-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 home owners. The local construction market has slowed and this has affected year end results.

SIC:1741 Code:10950-I

Service

DIRECT MAIL FRANCHISE
REVENUE: \$ 1,141,578
PRETAX: \$412,371
PURCHASE PRICE: \$1,600,000
LOCATION: UNITED STATES
CODE: 10949-I

WELL ESTABLISHED PROFITABLE
FUMIGATION BUSINESS
REVENUE: \$900,000
PRETAX: \$900,000
PURCHASE PRICE: \$900,000
LOCATION: UNITED STATES
CODE: 10965-I

GROWING MAILING CENTER
REVENUE: \$ 1,050,000
PRETAX: \$225,000
PURCHASE PRICE: \$1,200,000
LOCATION: NORTHEAST
CODE: 10948-I

Acquisitions Available

This direct mail franchise is a highly profitable direct mail franchise. The company mails color post card packages of the highest quality services and products to upscale owner-occupied homes in the Pacific Northwest. The sales model is compelling and requires no investment in capital assets. The owner sells advertising post-cards to business clients who want to reach affluent homeowners. Graphic design, production and mailing of color, glossy postcard decks are all outsourced.
SIC:7331 Code:10949-I

This fumigation business has been established for over 10 years and is very profitable. It is very recession resistant as there are only a few competitors in the market and termites do not stop biting during rough economic times. Current management will remain intact with the business for an extended period. This should make it an easier transition for the new owner. Seller is extremely motivated as they want to retire.
SIC:238900 Code:10965-I

This mailing service operates in a business to business service that provides bulk mailing services to its customers. The customer actually saves money by outsourcing the work. The price includes all equipment, real estate and intangibles. Seller is committed to transition. Plenty of upside as the business primarily sells by referrals and is not proactive in sales and marketing. Located in great place to live and raise a family.
SIC:7389 Code:10948-I

Retail

INTERNATIONAL ONLINE RETAILER - MUSIC,
GAMES, FILMS
REVENUE: \$ 47,400,000
PRETAX: \$3,500,000
LOCATION: ALL
CODE: 10946-I

LEADING RETAILER OF LUXURY PRODUCTS
FOR THE HOME
REVENUE: \$10,461,216
PRETAX: \$1,300,000
PURCHASE PRICE: \$CONFIDENTIAL
LOCATION: WEST COAST
CODE: 10945-I

Acquisitions Available

Profitable global entertainment e-commerce company (similar to Amazon.com) offering music, films, games and other products with strong presence in Europe and the Asia-Pacific Region. Company offers* 2.5M active on-line members and 1.5M unique monthly visitors * Strong international corporate partnerships and e-commerce brands with first-mover advantage in key markets * Growing revenues and profits Expected Revenue 2008/2009 ~ \$50M USD (Fiscal Year ending 6/30)* Expected EBITDA 2008/2009 ~ \$3.5M USD (Fiscal Year ending 6/30)* 17% compounded annual growth rate over previous 2 fiscal years* Strong 2008 holiday season sales* Good quality of earning* Low cost global physical music distribution and marketing facilities based in Asia-Pacific Rim* Catalog includes over 1 million products relating to entertainment media (Music CDs, DVD's, Video Games, Books, Vinyl related merchandise)
SIC:5399 Code:10946-I

The Company was established in 1986 to provide the discriminating shopper with the world's finest selection of linens and specialty items for the home. Drawing on their many years of experience in the textile industry, the founders have become leaders in the luxury linen market. Their quest for superior quality merchandise has led them around the globe many times over and earned the Company a prestigious Retailer of the Year Award from the Home and Textile Industry. The Company offers a vast inventory and a talented design staff to assist with custom orders, personalized monogramming, and

Other

BOAT SALES AND SERVICE
REVENUE: \$6,615,502
PRETAX: \$193,214
PURCHASE PRICE: \$2,350,000
LOCATION: SOUTHEAST
CODE: 10947-I

DRY UTILITY SYSTEMS CONTRACTOR
REVENUE: \$24,033,104
PRETAX: \$4,721,910
LOCATION: WEST COAST
CODE: 10940-I

AGGREGATE SUPPLIER & ROAD, BRIDGE,
CONCRETE UNDERGROUND UTILITY,
RESIDENTIAL & COMMERCIAL
CONTRACTOR REVENUE: \$15,000,000
PRETAX: 2,500,000
LOCATION: WEST COAST
CODE: 10939-I

ACQUISITION OF BANK BY FINANCIAL
SERVICES COMPANY
REVENUE: SEEKING \$12,000,000
DEBT AND EQUITY
LOCATION: MIDWEST
CODE: 10943-I

WET & DRY UTILITY SYSTEMS
CONTRACTOR REVENUE: \$7,200,000
PRETAX: \$1,010,000
PURCHASE PRICE: \$1,000,000
LOCATION: WEST COAST
CODE: 10942-I

Acquisitions Available

the creating of unique color palettes and styling to satisfy the needs of the most sophisticated of clientele. The overwhelming success of the Company's flagship store has led to subsequent retail stores in other locations.

SIC:5712 Code:10945-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. Buyer to assume the floor planned inventory. SIC:5559 Code:10947-I

The company is a utility contractor that specializes in the installation of underground dry utility systems, primarily gas lines in the Southern California area. It has been established for over 20 years and the owners desire to achieve some liquidity. 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.

SIC:1623 Code:10940-I

Established in 1972, the Company employs nearly 150 people, and owns nearly 350 acres of land. It is located in a growing area with little to no competition. Their work includes sitework, forestry road building, residential, industrial, and commercial developments, subdivisions, office complexes, schools and shopping centers, structural concrete, concrete flatwork, custom home building, and equipment rental. Also underground utility systems including water, sewer, and storm drainage. Also road building, asphalt paving, bridge construction, airport expansions, office complexes and metal buildings, slurry sealing, and hot applied crack sealing.

SIC:1611, 1623 Code:10939-I

The Financial Services Company, headquartered in the state of Washington, is seeking \$12 million in debt and equity financing to acquire a Midwest bank in order to diversify its business lines. Already a successful loan originator, contract processor, and settlement service provider in 30 U.S. states, The Company is adding a federally chartered single-branch conservative Midwest bank with an insurance subsidiary to its business holdings. The bank is located in the Midwest and specializes in serving its small business and farming community. The bank is a perfect fit for this Financial Services Company, which is already situated in a community built on small business and surrounded by agricultural-related activities. Highlights: ** \$51MM in assets; \$6.2MM in retained earnings** Bank in business 42 years** Current bank president has 35 years tenure with bank** Bank VP is a CPA with 23 years tenure with bank

SIC:738909 Code:10943-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. On market for \$1MM (owner will consider terms) + assumption of debt, includes all assets & real estate. Real estate is worth \$1MM and has \$300K in equity. Sale of real estate is

Other

TRANSPORTATION & DUMPSITE
MANAGEMENT CO.
REVENUE: \$4,990,000
PRETAX: \$1,300,000
PURCHASE PRICE: \$CONFIDENTIAL
LOCATION: WEST COAST
CODE:10941-I

DEALERSPAN
REVENUE:\$100,000
PURCHASE PRICE: \$3,000,000.
LOCATION: ALL
CODE: 10938-P

OIL EXPLORATION & PRODUCTION
COMPANY
REVENUE:SEEKING DEBT OR EQUITY
INVESTMENT OF \$15 MILLION
LOCATION: SOUTHWEST
CODE:10944-I

Acquisitions Available

optional; owner will sell real estate with the business or keep and lease to new owner.
SIC:1623 Code:10942-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 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:10941-I

An ASP solution that willrvoltioizetheamotive industry. A Core Application that facilitates the functions of the front-end in a dealership. We also have a comprehensive and robust compliance product that is entirely automated.
SIC:7549-11 Code:10938-P

The Company is an oil exploration and production company (E&P) seeking a debt or equity investment of \$5 million initially + \$10 million final stage for crude oil extraction of a large, proven oil field in Texas Investment highlights:** Looking to fund purchase of pilot project for production of heavy oil which is ready for immediate drilling; information collected during pilot project to be used when drilling additional wells** Engineering data confirms current value of oil in place in reserve exceeds \$6 billion.** Initial \$5 million investment will fund pilot project while additional \$10 million to be used, shortly thereafter, toward drilling of remaining oil in place.** Favorable SEC rule being implemented January 1, 2010 will allow for companies in this industry to include more assets than they could previously, thereby strengthening their balance sheets
SIC:1382 Code:10944-I

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