

Issue #76

# RIGGS/ALLEN®

RR

REPORT

Your Source  
Of Companies For Sale,  
Acquisitions Wanted  
& Financing Opportunities

## **Acquisitions Available**

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

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

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## Manufacturing

MANUFACTURER OF ELECTRICAL  
HOUSEHOLD TABLETOP APPLIANCES-  
USA/CHINA  
REVENUE: \$15,000,000  
PRETAX: \$2,006,000  
PURCHASE PRICE: TBD  
LOCATION: OTHER  
CODE: 11139-I

MANUFACTURER - REBUILDER OR  
AIRCRAFT COMPONENTS  
REVENUE: \$14,000,000  
PRETAX: \$1,800,000.00  
PURCHASE PRICE: \$7,800,000.00  
LOCATION: SOUTHEAST  
CODE: 11138-I

COMMERCIAL PRINTER  
REVENUE: \$11,161,000  
PRETAX: \$720,325  
LOCATION: WEST COAST  
CODE: 11136-I

MANUFACTURER, DISTRIBUTOR &  
INSTALLER OF TRAFFIC CONTROL  
EQUIPMENT  
REVENUE: \$5,465,134  
PRETAX: \$525,474  
PURCHASE PRICE: \$4,500,000  
LOCATION: SOUTHEAST  
CODE: 11148-I

WIRELESS AUDIO TECHNOLOGY  
REVENUE: \$4,672,000  
LOCATION: WEST COAST  
CODE: 11147-I

## Acquisitions Available

Headquartered in the US with a factory in China, the Company designs, manufactures, and exports electrical household appliances. It has been dealing in international trade with Asia for over 3 decades and supplying high quality kitchen appliances to OEM customers in North America for the past 12 years. Products include coffee makers, roaster ovens, toaster ovens, and hot plates that are carried by major retailers from Wal-Mart and Target to Williams Sonoma and Bed Bath & Beyond. Products are sold in the US (77% of sales), Canada (10%), and Mexico, Central and South America (13%). Operating from a combined 330,000 square feet, the Company has a production capacity of 3 million units annually. Growth opportunities include geographic market expansion into areas such as Europe, designing products that cater to "green" standards, and expanding the product line to include additional coffee maker types, electric kettles, electric grills, medical devices, beauty care, and outdoor appliances. The Company manufactures what we call "Table Top Household Electrical Appliances". While they have had good growth over the years the growth had been heavily concentrated with one major brand. However, through targeted efforts they have recently signed contracts with three new major brands. The FY for the Company ends May 31st. The new contracts will have an impact for FY 10/11. The projections shown are based on these contracts and are real and likely very conservative. They are presently manufacturing for approximately 65% of the industry brands and beginning to rapidly gain stronger market share. Some of the brands are Hamilton Beach, Cuisinart, West Bend/Focus and others. They are also working on a possible contract with Jarden and Salton. This is a great growing company with solid management in place and a tremendous growth opportunity in the right hands. It's family owned and the parents want to retire.  
3.3521E+09 Code:11139-I

This company manufactures PMA's for airplanes and rebuilds components, and has rotatable parts in stock. Started by his father many years ago and sales are increasing. Can be expanded by manufacturing more parts approved by the FAA, and also by increasing sales staff and territory.  
SIC:????? Code:11138-I

The Company processes weekly and other time sensitive materials. Diversified customer base—no concentration issues. State-of-the-art equipment.  
SIC:2754 Code:11136-I

This company sells product to a wide range of customers, including the DOT, local municipalities, counties and contractors. In addition, the company also specializes in constructing intersections and traffic signal installations throughout the state. They also manufacture traffic signals and solar, school & fire station signs. Their management team averages 20 years with the company and their crew members average 10 years with the company. One of the owners is willing to stay on long term. There are numerous opportunities to significantly increase sales.  
SIC:3699 Code:11148-I

Finally, a 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. Eleven SKU's are current, with new products on the way. Worldwide distribution is in place. Unfortunately, the OEM parent company does not have the infrastructure or allocated funds to develop the brand to its full potential, and has reluctantly made the decision to divest this division to an acquiring entity with the resources to realize its fullest potential. Management, sales and engineering personnel

## Manufacturing

PROFITABLE NICHE MANUFACTURING  
COMPANY LOCATED IN SOUTHEAST  
WISCONSIN  
REVENUE: \$3,500,000  
PRETAX: \$850,000  
LOCATION: MIDWEST  
CODE: 11146-I

COMMERCIAL PRINTING  
REVENUE: \$3,403,064  
PRETAX: \$241,246  
PURCHASE PRICE: \$1,700,000  
LOCATION: SOUTHEAST  
CODE: 11145-I

INDUSTRIAL VENTILATION  
REVENUE: 2,397,514  
PRETAX: \$221,519  
PURCHASE PRICE: \$1,500,000  
LOCATION: MIDWEST  
CODE: 11144-I

NICHE QUARTZ-WARE MANUFACTURING  
REVENUE: \$2,282,713  
PURCHASE PRICE: 2,370,000  
LOCATION: MOUNTAIN STATES  
CODE: 11143-I

UPSTATE NEW YORK MANUFACTURER OF  
CUSTOM PLASTICS PRODUCTS FOR  
FORTUNE 500 COS.  
REVENUE: \$1,600,000  
PRETAX: \$247,000  
PURCHASE PRICE: \$1,450,000  
LOCATION: NORTHEAST  
CODE: 11142-I

## Acquisitions Available

are ready to transfer, so a change in ownership could be transparent. SIC:5043 Code:11147-I

This is an Established and Profitable Niche Manufacturing Company which designs, manufactures, and distributes a product line of high-quality, after-market replacement components for widely-utilized machines that are used in various industries including the agricultural, excavation, landscaping, and construction industries. Products are primarily sold through an established distribution network of approximately 1,000 dealers located throughout Wisconsin, Illinois, Minnesota, and Iowa, with these dealers being serviced by the Company's well-trained outside sales force.  
SIC:333000 Code:11146-I

Carolina's based commercial printer with \$500K cash flow. 70% of the annual sales are direct to the end user with the balance being generated through brokers and other printers. Although the past couple of years have been considered by most to be a down economy, this company has been able to maintain their cash flow by being more efficient and watching their costs. They have a strong sales force trying to boost sales back through the recovering economy. The owner believes that a 10%+ growth is not out of reach for the upcoming years.  
SIC:2759 Code:11145-I

The Company specializes in the design and installation of Dust Collection and Ventilation systems. The Company has the expertise to design, fabricate and install these systems anywhere in the US and throughout most of the world. The Company has designed and installed systems in British Columbia, Mexico and Costa Rica, as well as, Arizona, Alabama, Arkansas, California, Florida, Georgia, Mississippi, North Carolina, Tennessee, Texas and throughout the Midwest.  
SIC:1711-03 Code:11144-I

Established in 1988, this reputable business fabricates quartz-ware products for industries such as: semiconductor, Fiber Optics, Photovoltaic, Communication, Aerospace, Environmental and Medical and Research Industries. The company also offers a repair service to maintain a continued presence with customers between new product orders. Additionally, an in-house engineering department sets this company above its competition. This department provides the opportunity to replace OEM parts and provide a consignment program to its valued customers. The business has operated out of the same location since 1996. This 18,102 square foot building, valued at approximately \$1,200,000 (subject to appraisal), is available to purchase with the business.  
SIC:3231 Code:11143-I

Solid, well-established manufacturer of close-tolerance parts and components made to customer specifications. Company has received numerous awards for quality, service and on-time delivery. Sales base includes commercial/industrial Fortune 500 companies, international and local customers. Increased volumes easily attained through a robust marketing plan. Excellent opportunity for growth despite offshore competition as this company provides high quality, rapid turnaround, small job runs and has excellent relationships with core customers.  
SIC:3089-06 Code:11142-I

## Manufacturing

DIAPER MANUFACTURER  
ENVIRONMENTALLY RESPONSIBLE RELO-  
CATABLE  
REVENUE: \$1,562,309  
LOCATION: MOUNTAIN STATES  
CODE: 11140-I

RELOCATABLE ENVIRONMENTALLY  
RESPONSIBLE DIAPER MANUFACTURER  
REVENUE: \$1,562,309  
PURCHASE PRICE: TBS  
LOCATION: MOUNTAIN STATES  
CODE: 11141-I

METAL COATINGS  
REVENUE: \$1,200,000  
PRETAX: \$307,000  
PURCHASE PRICE: \$1,700,000  
LOCATION: UNITED STATES  
CODE: 11137-I

NICHE MANUFACTURING  
REVENUE: \$1,112,714  
PURCHASE PRICE: TBS  
LOCATION: MOUNTAIN STATES  
CODE: 11135-I

## Acquisitions Available

This established business is a leading domestic manufacturer and wholesaler of modern baby cloth diapers. The business offers a diverse line of quality products to retailers across the U.S. and internationally. This is a well organized operation with a trained staff in place and the seller is dedicated to a smooth transition. Real estate valued at \$290,000 (subject to appraisal) is available to purchase with the business.  
SIC:2389 Code:11140-I

This established business is a leading domestic manufacturer and wholesaler of modern baby cloth diapers. The business offers a diverse line of quality products to retailers across the U.S. and internationally. This is a well organized operation with a trained staff in place and the seller is dedicated to a smooth transition. Real estate valued at \$290,000 (subject to appraisal) is available to purchase with the business.  
SIC:2389 Code:11141-I

This quality business near South Bend, Indiana was founded by its current owners more than 20 years ago. It is well-established, has a capable and competent management team in place, is very profitable and enjoys top-of-the-industry margins and cash flow. Management projects steady sales growth in the immediate future. Company serves manufacturers in a tri-state region, applying powder and wet coated finishes to an array of products in a variety of colors and textures. Powder coating is environmentally friendly, workplace safe and the most durable finish applied to metal products. Company has the capacity to powder coat both small items and items weighing up to one ton. Customers include US military, agricultural, automotive, and other industrial accounts. This company enjoys a remarkable reputation for quality and first-rate service among its customers. In July of 2009, the company consolidated operations to its main production facility and thereby eliminated substantial unnecessary costs. In spite of recent economic conditions affecting manufacturers throughout the region, this company has been able to become lean and maintain positive cash flow. An excellent merger or acquisition opportunity. SIC:3479  
Code:11137-I

This well-established business has a solid reputation in its industry, manufacturing specialized containers for government contractors. Engineering services are available to assist with equipment design and prototype development. Substantial barriers to entry into the industry. There is a well-trained staff in place and significant opportunities for long-term growth. Two locations, one of which is available to purchase with the business for an additional \$495,000 (subject to appraisal). Owner retiring.  
SIC:2499, 2431 Code:11135-I

## Distribution

PETROLEUM MARKETER — FUEL  
DISTRIBUTOR AND BRANDED C-STORES  
REVENUE: \$36,000,000  
PRETAX: \$1,000,000  
LOCATION: MOUNTAIN STATES  
CODE: 11128-I

## Acquisitions Available

The Company markets retail petroleum products (gasoline, diesel and lubricants) at three convenience stores and one truck stop. The Company also operates wholesale bulk fuel plants supplying diesel, gasoline and lubricants to industrial, oil field, construction, and agricultural customers. Highlights include: \* Virtually no environmental risk (see further details) \* Located on Interstate highway; major national transport route \* Long-tenured, qualified management team\* Prime retail locations; well established as a market leader Stable gross prof-

## Distribution

REGIONAL DISTRIBUTOR  
REVENUE: \$14,988,421  
PRETAX: \$49,800  
PURCHASE PRICE: \$3,000,000  
LOCATION: SOUTHEAST  
CODE: 11123-I

OFFICE PRODUCTS  
REVENUE: \$14,000,000  
PRETAX: \$1,300,000  
LOCATION: MIDWEST  
CODE: 11122-I

EMERGENCY VEHICLE SALES & SERVICE  
REVENUE: \$8,500,000  
PRETAX: \$(100,000)  
PURCHASE PRICE: \$2,500,000  
LOCATION: MID ATLANTIC  
CODE: 11134-I

INDUSTRIAL FILTRATION SOLUTIONS  
REVENUE: \$7,049,000  
PRETAX: \$556,000  
PURCHASE PRICE: \$3,500,000  
LOCATION: MID ATLANTIC  
CODE: 11133-I

INDUSTRIAL / MARINE / SAFETY &  
CONSTRUCTION SUPPLIES  
REVENUE: \$6,435,479  
PRETAX: \$614,840  
LOCATION: SOUTHEAST  
CODE: 11132-I

BULK FUEL SALES  
REVENUE: \$5,269,437  
PRETAX: \$140,988  
PURCHASE PRICE: \$1,500,000  
LOCATION: MIDWEST  
CODE: 11131-I

DISTRIBUTOR OF FOOD SERVICE  
EQUIPMENT FOR RESTAURANT &  
HOSPITALITY INDUSTRY

## Acquisitions Available

it margin\* Resource-rich area hosts a strong energy industry\* Very attractive state tax domain  
SIC: 5541 Code: 11128-I

Record Breaking Sales!!! This distribution company has been in business for over 20 years. They deliver product throughout three states in the southeast from multiple distribution centers using their own fleet of trucks. Sales have increased in each of the past five years and the company is on pace for record breaking sales and profits in 2009. Gross profit percent has also increased three years in a row. All key employees will stay and the seller is also willing to stay on for an extended period of time. We are offering this business on a Stock Sale basis, with the sale including approx. \$587,000 of assets in excess of liabilities as well as \$800,000 of real estate.  
SIC: 5014 Code: 11123-I

Two office products companies selling to government and rural Midwest. National distribution, little inventory, many new markets and products will move through this distribution network. It is not competitive with the big box retailers. Sales expected to exceed \$70,000,000 with \$9,000,000 ebitda in 5 years. Great opportunity, seeking equity group to support executive in acquisition.  
SIC: 511 Code: 11122-I

East Coast based sales and service of emergency vehicles and equipment to a regional customer base. They have built a reputation over more than 20 years as carrying the leading products in the industry and providing exemplary service for all brands  
SIC: 5087 Code: 11134-I

The Company has spent nearly two decades building a reputation as a leader in supplying Industrial Filtration solutions to its customers. The business offers custom manufactured filtration products, leases filtration vessels and provides expert solutions to solve customers' unique filtration needs. The Company operates primarily in the Mid-Atlantic and Northeast US with customers primarily in the petroleum, power generation and manufacturing industries.  
SIC: 5531-02 Code: 11133-I

Thirty years in business. Double digit net profit margins. Regional, general line distributor of industrial supplies. Truly dedicated to the principle of "one-stop shopping". Stocks in excess of 15,000 items of hand tools, power tools, general hardware, cutting tools, abrasives, contractors supplies, safety supplies, janitorial supplies, chain, wire rope, hydraulic, water, air hose & fittings and many other products. Member of a national buying group. Customers include refineries, oil rigs, petrochemical, construction, marine, shipbuilding, manufacturing, machine shop, municipalities, railroad and power generating industries. Opportunity for growth is unlimited with a little energy and passion. Management and key employees will continue. Real estate is also available at a current appraised amount.  
SIC: 5072-13 Code: 11132-I

The Company is primarily engaged in the wholesale distribution of petroleum and petroleum products.  
SIC: 5172-06 Code: 11131-I

The company specializes in food service equipment for the restaurant and hospitality industry. They provide complete design and engineer-

## Distribution

REVENUE: \$5,095,025  
PRETAX: \$356,635  
LOCATION: WEST COAST  
CODE: 11130-I

EXPORTER OF CONSTRUCTION  
PRODUCTS TO THE CARIBBEAN  
REVENUE: \$4,620,000  
PRETAX: \$385,700  
LOCATION: SOUTHEAST  
CODE: 11129-I

LOGISTICS, IMPORTER, DISTRIBUTION  
REVENUE: \$3,200,000.00  
PRETAX: \$1,458,000.00  
PURCHASE PRICE: \$3,000,000.00  
LOCATION: SOUTHEAST  
CODE: 11127-I

WHOLESALE DISTRIBUTION OF PET  
PRODUCTS  
REVENUE: \$2,700,000  
PRETAX: \$610,000  
PURCHASE PRICE: \$1,950,000  
LOCATION: MOUNTAIN STATES  
CODE: 11126-I

WHOLESALE TREE NURSERY  
REVENUE: \$2,508,575  
PURCHASE PRICE: \$10,000,000  
LOCATION: SOUTHEAST  
CODE: 11125-I

## Acquisitions Available

ing packages, either in conjunction with the customer, his or her architect, or food service consultant. Complete and detailed shop drawings are provided for every piece of custom fabricated equipment. Functional layout plans, plumbing and electrical rough-in drawings, equipment base and depression plans, plus engineered exhaust, makeup air, and refrigeration drawings are prepared for each project. The company is an authorized dealer for all major brands of ranges, ovens, dishwashers, disposals, etc. Their purchasing department coordinates the purchasing and receipt of these items to meet with job site requirements, as well as verifying all finishes, door swings, etc. to insure a functional and complete food service facility. Complete service manuals and operating instructions are accumulated and assembled into binders for the customer's personnel. 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.

SIC: 504603 Code: 11130-I

Profitable single source construction products distributor serving commercial and residential building industry in the Caribbean Islands. Products range from building materials to finish goods, building projects from start to finish. Customer base includes architects, developers and homeowners. Excellent reputation, exclusive distribution rights. SIC: 5032 Code: 11129-I

This is a fee based business and is very profitable. It takes products in from out of the country and distribute them with out taking title, a complete service company.

4.2135E+13 Code: 11127-I

This successful wholesale pet products company has been in business for 30 years. They serve the needs of independent pet stores as well as nationally recognized retail stores in the mountain states region. The owner works approximately 20 hours/week. The Company employs 21 people. The modern facility is owned by the Seller and is available for sale or lease. A web presence would increase sales and exposure to other customers in the markets they serve. This is a great opportunity for someone interested in a well-established, pet-related distribution company with growth potential.

SIC: 5199 Code: 11126-I

Family owned and operated for over 50 years, this large wholesale tree nursery offers a vast supply of native broad-leafed coniferous evergreens, deciduous trees and shrubs. Hundreds of species and varieties of in-ground trees and shrubs, all in staggered growth levels, cover approximately 1,000 acres of land. Approximately two-thirds of the acres are leased and can be easily transferred to a new owner. The seller owns the remaining acres and they are included in the sale at the appraised value of \$1,890,000. All acreage for sale was appraised on 1/27/10. The equipment used in the business is also included in the sale. Their customer base includes wholesalers and large landscape companies along the east coast. Owner financing with 50% down and 50% financed; 6.75% interest amortized for 20 years with a balloon note due after 120 months. With an over 50 year history, quality reputation, huge inventory and selection, this nursery is an excellent investment opportunity.

SIC: 0181 Code: 11125-I

## Distribution

FURNITURE DEALER / COMMERCIAL /  
THIRTY DIFFERENT MANUFACTURERS  
REVENUE: \$2,439,400  
PRETAX: \$954,870  
LOCATION: SOUTHEAST  
CODE: 11124-I

RESPIRATORY & DURABLE MEDICAL  
EQUIPMENT DISTRIBUTOR  
REVENUE: \$1,365,340  
PRETAX: \$648,424  
LOCATION: SOUTHEAST  
CODE: 11121-I

PROFITABLE VALUE-ADDED DISTRIBUTOR  
FOR NICHE STREET ROD MARKET  
REVENUE: \$1,346,000  
PRETAX: \$468,000  
LOCATION: SOUTHWEST  
CODE: 11120-I

## Service

HIGH GROWTH AMBULANCE SERVICE-  
RECAP OWNER WILL RETAIN EQUITY  
REVENUE: \$37,000,000  
PRETAX: \$5,100,000  
LOCATION: SOUTHEAST  
CODE: 11186-I

## Acquisitions Available

Thirty-nine percent net profit margins. Highly respected, locally owned. On site warehousing, delivery crews, salespeople. Over ten years of successful operation yielding a large customer base that covers four Southeastern States. Top quality lines that are purchased by Government Service Organizations, different state and healthcare contracts that allow buyers to purchase without bidding or with pre-negotiated pricing. Company also designs, installs and does space planning for their clients. Product offerings include office furniture, filing systems and cubicles. Owner has some health issues and will be available to assist new owner during the transition stage of learning the customer base while becoming comfortable with the overall operations.

SIC: 57129904

Code: 11124-I

Company sells and leases a full-line of respiratory and durable medical equipment primarily to patients with pulmonary diseases and is also branching out into diabetic supplies. Equipment offerings include oxygen, nebulizers, hospital beds, wheel chairs, commodes, power chairs, scooters, and CPAP and Bi-PAP machines. Newly renovated 5,000 square foot facility located in the second fastest growing community in the state. This business also owns and operates a pharmacy under subcontracted management. Contracts in place with Humana, Blue Cross / Blue Shield, CIGNA, Medicare and most major insurers. Company has built a loyal and repeat customer base since its inception 10 years ago. A great lifestyle in which to live and work.

SIC: 7352-06

Code: 11121-I

Company produces & markets competitively priced, superior-quality, proprietary street rod auto parts. Owner founded this business more than 20 years ago and created a consistently profitable business by focusing on outstanding customer service and high quality products. Some products are manufactured in the U.S. and some offshore, distributed by Company's small & efficient U.S. operation. Ideal opportunity for industry buyer to roll this profitable Company into an existing business! Four Year Average Sales: \$1,346,000 Four Year Average EBITDA: \$468,000 Four Year % of Sales: 34.8% There is not an established asking price for this Company.

SIC: 5015

Code: 11120-I

## Acquisitions Available

This ambulance service has grown from \$ 7 MM to \$ 37 MM over the past 5 years (incredible growth) and owner is seeking a recap for continued growth & expansion. Very deep & aggressive mgt. team in place with long tenures. Unique marketing strategies & high levels of service; new systems & processes have been implemented that will improve profit margins in future; Owner & entire GMT team have expertise/skill sets to achieve \$ 100-200 MM in sales in next 3-7 years; Single 100% Owner wants to retain equity long term 5-7+ years. Excellent Platform company! Capex costs \$ 1.5 MM. More info on location and other company specifics available after a CA is executed. No brokers or buy side fee situations please; Principals & PEG's who have capital in hand to execute transaction of this size need respond.

SIC: 4119

Code: 11186-I

## Service

AMBULANCE SERVICE FOR SALE HIGH  
CONSISTENT GROWTH GROUND & ROTOR  
SVC  
REVENUE: \$37,000,000  
PRETAX: \$6,100,000  
LOCATION: SOUTHEAST  
CODE: 11187-I

ENGINEERING & STAFFING SERVICES  
REVENUE: \$30,495,497  
PRETAX: \$3,718,543  
LOCATION: SOUTHEAST  
CODE: 11183-I

CASH FLOW STRONG NICHE CONTRACTOR  
REVENUE: \$25,000,000  
PRETAX: \$2,500,000  
PURCHASE PRICE: \$17,996,000  
LOCATION: NORTHEAST  
CODE: 11179-I

## Acquisitions Available

Established ground & air ambulance service with exceptionally high & consistent growth due to very unique marketing strategy and very aggressive management team and owner. Company has grown an average of 30+ percent per year for last 5 years in a row. Owner is seeking to sell 75-100% of the company. Owner will stay on board as long as is desired by buyer. There are substantial cost savings available to increase earnings; some of these improvements & systems are being implemented now. These improvements will increase earnings by over \$ 1.5-2.0 MM per year conservatively. Owner & very deep management team have mainly focused on growth and now are implementing improved systems & processes to improve profits and free cash flow. Replacement capex costs are approx. \$ 1.8- 2.0 MM per year. Very long tenured contracts in place generating substantial recurring revenue stream. Very unique marketing strategy. Owner & entire management team feel very confident they can achieve \$ 100-150 MM in sales within 3-4 years. Company provides both ground ambulance service & air ambulance (rotor) svc. We specialize in this industry & have other ambulance companies available.  
SIC:4119, 4522 Code:11187-I

Two locations. 12% net profit margins. Capable of complete project delivery from concept to start up. Utilizes an object oriented approach to project execution which provides significant schedule enhancement. A leader in 3-D electronic design with a reputation for accuracy and extremely low re-work numbers. Staff of professional engineers covering all major disciplines plus project management, controls and estimating. Customer base includes Fortune 100 companies from pharmaceuticals to oil refining. Provides staffing through sister, WBE, company to engineering and owner companies from Alaska to Florida . Unique candidate screening program has resulted in a preferred position to most clients. Ownership and key employees are willing to stay in order to continue growth. Upside growth potential is unlimited with appropriate capital resources.  
8.7114E+09 Code:11183-I

Our client is a leading prime contractor providing services for a particular market segment. The company has been in existence for more than 20 years, is well recognized by its peers and very established with its clients. There is a considerable amount of repeat work with its clients, despite some required - as well as negotiated - bidding. Given the company's recognition of its customers' time sensitive projects, it can maintain (and has extended) its competitive advantage, also due to a limited number of qualified vendors. The company employs approximately 50 employees of which 90% are unionized. The company is located in an attractive facility easily accessible by major highways and in close proximity to various airports. After 2006/2007 record revenues of \$44 million, the company experienced a decline in 2008/2009 due to general economic conditions, however, projects a revenue increase at the end of 2010 with many projects on the drawing board. An average SD Cash Flow of \$4.5 million per year has been maintained for the past four years, and the company projects a return to this level in 2011. The purchase price of \$17.9m includes \$0.8m in A/P, which can be offset by \$2.7m in current A/R - for a net purchase of \$15.2m. The projected yearly AFTER DEBT cash flow of \$1.8m will not only enable an investor to recoup the initial cash payment of \$5.8m in approximately three years, but also will provide a superb basis for expansion to the entire East Coast for the strategically focused acquirer.\*\*\* ALL DATA BASED ON TAX RETURNS AND FINANCIAL STATEMENTS \*\*\*  
SIC:15420100 Code:11179-I

## Service

UTILITIES SERVICE COMPANY  
REVENUE: \$19,225,000  
PRETAX: \$4,592,000  
PURCHASE PRICE: \$14,900,000  
LOCATION: MOUNTAIN STATES  
CODE: 11178-I

MEDICAL LAB  
REVENUE: \$12,000,000  
LOCATION: MID ATLANTIC  
CODE: 11174-I

PLUMBING CONTRACTOR  
REVENUE: \$11,655,036  
PURCHASE PRICE: \$1,600,000  
LOCATION: WEST COAST  
CODE: 11173-I

ELECTRICAL CONTRACTOR/HIGH  
VOLTAGE/OVERHEAD & UNDERGROUND  
REVENUE: \$11,492,846  
PRETAX: \$3,145,830  
LOCATION: SOUTHEAST  
CODE: 11171-I

COMMERCIAL/INDUSTRIAL/MARINE  
FLOORING  
REVENUE: \$10,887,458  
PRETAX: \$1,061,808  
LOCATION: SOUTHEAST  
CODE: 11170-I

## Acquisitions Available

Well seasoned Utilities Service Company provides utility construction, repair and maintenance to utility companies, municipalities and developers of all sizes. The Company operates in a multi-state area, and is currently licensed in 6 states — primarily in the rocky mountain and pacific coast regions. The Company provides a variety of utility services to all utility providers including the power industry, the telephone industry (including fiber optics), the cable television industry, and the natural gas industry. The Company also provides stand alone support services in asphalt paving, traffic control and concrete work. The sellers are willing to provide a lengthy transition to ensure continued stability in the growth of this successful business. The Company has an excellent employee and equipment base, is highly profitable, and has an impressive backlog with long-term contracts. The sellers will provide a normalized amount of working capital to the buyer.

SIC:1623 Code:11178-I

Diagnostic Medical lab involved with several different types of testing from traditional blood tests to toxicology and forensic. Owners are willing to sell an equity stake in the lab or the entire business at the right price. High growth rate and potential. Buyer Fee. Contact by e-mail.

SIC:807100 Code:11174-I

Take advantage of the billions of federal funds benefiting union contractors with this highly-regarded San Diego union plumbing contractor. Founded more than 20 years ago, this Company specializes in industrial, institutional and commercial plumbing (including mechanical and site work). The firm has a long and enviable track record working with the military, government and educational institutions, and is perfectly positioned to capitalize on the current stimulus spending initiatives. A solid performer year-after-year, this Company sparkles from top to bottom, and is ready for a smooth transition to new ownership. Current 2010 backlog exceeds \$10 million. Offered for sale for the first time by its retiring owners.

SIC:1711-05 Code:11173-I

Unique business, no receivables, paid within 30 days. Reviewed financials. 27% net profit margins. \$7.5 million backlog. Relocatable. Exclusive Federal Government, U.S. wide via request for proposal based on "ability to perform" outweighing price of contract. Majority of contracts performed on U.S. Military Bases, and does not have significant concentrations with a particular supplier that could severely impact operations. Evaluations, name and reputation are known in a positive manner throughout industry. Specialty is underground distribution systems; runway lighting, high-mast lighting on a design and build basis. New sub stations, fiber optic systems with project manager known as best in the industry. Bonding never been a problem, never denied a job, same bonding agent for 25 years. Some contracts fall under 8A program. Does work as a prime or sub contractor. Founder and owner is over 65 years young, will stay a year or so, then retire. All employees will stay; some have been with the owner over 15 years. Upside potential is unlimited, need and work is there for a younger and/or strategic party.

SIC:1731-01 Code:11171-I

Design, engineer, furnish and installs all type of flooring to the commercial, industrial and marine industry. Owners, architects and large General Contractors normally contact this company for their expertise during the initial planning stages before the work begins. To our knowledge; there is no company in local market that is a major threat in competition for services provided. Double digit net profit margins, double digit backlog of work. Reviewed financials. Bonding is not an issue. Majority of customers are high-end located in the southeast,

## Service

## Acquisitions Available

however, have performed work throughout the United States . Employees are well experienced, trained with a long history of employment with company. Several key employees take responsibility for each job under their umbrella. Ownership desires an opportunity to remove some or all their chips off the table and continue with the company for the next few years. Real estate is personally owned but available to be included or excluded from transaction.  
SIC:1771-03 Code:11170-I

ROOFING / WATERPROOFING / METAL  
FABRICATION  
REVENUE: \$10,727,599  
PRETAX: \$2,616,248  
LOCATION: SOUTHEAST  
CODE:11169-I

Backlog of contracts exceed last year's revenue. Well established family-owned business has been serving the southeast for 50+ years. Generates pretax profits of 24%+. Company services a wide variety of commercial, industrial and residential customers including NASA, various military facilities, utility companies, educational institutions, hotels, casinos, hospitals, retail malls, condominiums, apartments, homes, etc. Key personnel, with several years experience, responsible for all areas of company management, from cost estimating, contract bidding, design, material purchasing, installation and maintenance, through all finance, accounting, and administrative functions, in place and will stay. Up-to date equipment, including vehicles, essential to efficient daily operations, is well maintained by in-house personnel. Facilities include a separate fabrication and office facility, two (2) material storage warehouses and a vehicle and equipment maintenance facility spread over approximately 4 acres of prime real estate.  
SIC:1761 Code:11169-I

HYDRONIC & FIRE PROTECTION  
PRODUCTS / SALES, SERVICE & REPAIR  
REVENUE: \$10,696,903  
PRETAX: \$1,662,675  
LOCATION: SOUTHEAST  
CODE: 11168-I

Twenty-five years of service maintaining exceptional market share north of 60%. Sixteen percent net profit margins. Represent over 40 manufacturers of process, HVAC, Plumbing and Fire Protection products for Industrial, Institutional and Commercial markets. Professional and prompt custom built equipment for Mechanical Process HVAC, Plumbing and Fire Protection Applications supported by State of the Art Computer Systems. Maintains the areas largest inventories of pumps, motors, boilers, tanks, drives and starters including accessories of each. At least ten key employees, several with over 20 years of service with the company. All will stay. Owners have decided to execute their exit strategy and retire in a few years after a seamless transition takes place. Everyone will take an appropriate employment agreement. Request a stock transaction for capital gains treatment. Real estate can be included or leased at fair market value.  
7.3898E+11 Code:11168-I

PLUMBING & PIPING / COMMERCIAL &  
INDUSTRIAL  
REVENUE: \$9,055,432  
PRETAX: \$1,240,729  
LOCATION: SOUTHEAST  
CODE:11200-I

Strategic buyer wanted. Currently has \$16 million under contract. An additional \$18 million is projected at the same location within four years. Plumbing and air conditioning piping. Owners are concerned with maintaining quality work and meeting these growth needs with bonding capacity and working capital. One is in his upper sixties and ready to retire. The others would take an appropriate employment agreement. Current customer base will provide between \$50 and \$60 million in revenue within the next two years. Currently they have resources and are capable of \$20 million in revenues annually. Over the years they have built an excellent reputation in commercial plumbing, piping and utilities. Prior to closure of several chemical plants, half of their revenues came from industrial rigging, plant maintenance, millwright and fabrication. Licensed in Alabama , Florida and Mississippi .  
SIC:1711-05 Code:11200-I

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Company: \_\_\_\_\_

Address: \_\_\_\_\_

City: \_\_\_\_\_ State: \_\_\_\_\_ Zip: \_\_\_\_\_

Phone: \_\_\_\_\_ Fax: \_\_\_\_\_

Check One: Principal: \_\_\_\_\_ Intermediary: \_\_\_\_\_ (Information listed above will be provided to inquirers)

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**Listing**

**Listing Categories**

\_\_\_\_\_ Acquisitions Available:

\_\_\_\_\_ Acquisitions Wanted:

\_\_\_\_\_ Financing:

**Type of Company**

\_\_\_\_\_ Manufacturer:

\_\_\_\_\_ Distributor/Wholesaler:

\_\_\_\_\_ Service:

\_\_\_\_\_ Retail:

\_\_\_\_\_ Other (Please Specify): \_\_\_\_\_

**Title of Business:** \_\_\_\_\_

**Description:** (Please limit to 75 words.)

**Revenues:** \_\_\_\_\_

**Pretax:** \_\_\_\_\_

**Purchase Price:** \_\_\_\_\_

**SIC Code:** \_\_\_\_\_

**State:** \_\_\_\_\_

**Geographic Region:** \_\_\_\_\_

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## Service

MASONRY CONSTRUCTION  
REVENUE: \$8,607,289  
PRETAX: \$500,722  
LOCATION: SOUTHEAST  
CODE:11199-I

PAINTING / COMMERCIAL / INDUSTRIAL /  
SPECIAL COATING  
REVENUE: \$7,407,903  
PRETAX: \$622,409  
LOCATION: SOUTHEAST  
CODE: 11197-I

ASSEMBLY SYSTEMS MANUFACTURING  
REVENUE: \$7,400,000  
PURCHASE PRICE: \$2,500,000  
LOCATION: WEST COAST  
CODE: 11196-I

FIRE PROTECTION / DESIGN / CONSULTING /  
INSTALLATION & INSPECTIONS  
REVENUE: \$6,500,643  
PRETAX: \$2,131,715  
LOCATION: SOUTHEAST  
CODE:11195-I

FULL-SERVICE LANDSCAPE COMPANY  
REVENUE: \$6,079,000  
PRETAX: \$950,000  
PURCHASE PRICE: \$3,000,000  
LOCATION: MOUNTAIN STATES  
CODE: 11193-I

## Acquisitions Available

Reviewed financials. Provides labor, materials and complete services to 90% commercial and 10% high-end residential customers. Located in a thriving market and has contracts with condominium complexes, military installations and shopping centers. Solid reputation focusing on quality instead of quantity. Founder and owner of this 35-year-old business has developed and trained an experienced management team in each category. Some have been with him for 18 years, others over 10 years. Owner has designed an exit strategy and has a management staff well trained to continue operations.  
SIC:1741-01 Code:11199-I

Commercial, industrial, special coating, wall covering and sheet rock finishing. Reviewed financials. Business is located geographically in the middle of industrial, chemical, marine and commercial industries. Largest in the area. Largest customer to date generated \$7.5 million in revenue resulting in over \$1.1 million of taxable income a few years ago. Experience, reputation and manpower capable of growing company for years to come. Founder and owner is over 65 years young, has some health issues and simply wants to retire. Management team is in place with key managers fairly young and capable of continuing to run the company if needed.  
SIC:1721 Code:11197-I

This Company designs and manufactures custom, high speed automated production assembly systems for some of America's most respected corporations. The Company competes within a defined niche – designing and building high-speed, continuous motion and indexing assembly systems for high-part count products assembled from plastic injection-molded components – and it excels in this space. Virtually all of the Company's business is repeat or referral customers – there is only a minimal marketing program in place. There is nothing that stands between the Company and significant future growth except for the willingness of an acquirer to take the firm to even greater levels.  
SIC:3999-06 Code:11196-I

33% net profit margins. Twenty-seven years of service. Reviewed financials. Automatic sprinkler design / installation (including wet and dry pipe systems). Pre-action and deluge sprinkler systems design and installation. Foam fire suppression design and installation (low, high expansion, AFFF). Gaseous fire suppression systems design and installation (FM-200). Detection, alarm and control systems design and installation. Room integrity testing, consulting for clean agent fire suppression systems. Specifying and installing pumps, underground and water supplies. Track record in working with Navy, Army, Air Force, general contractors and end user customers in almost any industry is impeccable. Owners are a "C" Corp., consequently, would prefer a stock transaction for tax reasons. One will stay together with all key employees under an appropriate employment agreement. Members of FFSA, NFPA, NFSA, AFSA, Fire Marshall Assn., Chamber of Commerce.  
SIC:7389-49 Code:11195-I

Commercial Landscape Contractor licensed in multiple states, located in beautiful Utah. This company specializes in large commercial projects including public and private schools, commercial and public buildings, churches, highway construction projects and many other applications. The business continues to be very profitable even in the current down economy. The company boasts a backlog of close to \$5,000,000 for 2010. The business has an impressive list of equipment, and management believes the company employee base is top notch, providing for a smooth ownership transition and stable operating base. The owner is retiring after a long and successful career in

## Service

## Acquisitions Available

landscaping. The owner intends to sell his real estate with the business transaction. The real estate is attractive, useable, and has ample room for continued growth. Price includes equipment and inventory free of debt, plus Sellers will leave \$250,000 of cash/receivables for working capital.

SIC:0782 Code:11193-I

UNDERGROUND UTILITY/EXCAVATION/  
GRADING & PAVING  
REVENUE: \$5,505,019  
PRETAX: \$2,349,597  
LOCATION: SOUTHEAST  
CODE: 11192-I

Certified. 43% Net profit margins. \$320,618 of revenue per employee. Owner has over twenty years experience in this field. Key employees are all cross trained for multiple jobs, most in their 30's and willing to stay with the new owner. Some have been with the owner since the start of this company. Customer base on completed contracts include city, county, state and federal. Schools, water coupled with waste water projects, Department of Transportation roadway projects. Overall revenue is fairly well split 50/50 between commercial and residential. Their work is exclusively lock and key. Upside is unlimited because of it's location in the heart of the fastest growing geographical region in The United States.

SIC:1623-08 Code:11192-I

GLASS SERVICE BUSINESS  
REVENUE: \$5,048,050  
PURCHASE PRICE: \$2,131,000  
LOCATION: MOUNTAIN STATES  
CODE:11191-I

This well known and established business has an excellent reputation for its fast, quality service and warranted products and installation. It has full-service construction and repair capabilities and specializes in contract glazing and commercial and residential glass installation and replacement services. Trained, experienced staff in place. Real estate, valued at approximately \$1,000,000 (subject to appraisal), is available to purchase with the business.

SIC:5211 Code:11191-I

CONVERGED NETWORK CONSULTANT  
REVENUE: 4,271,800  
PRETAX: \$431,645  
PURCHASE PRICE: \$2,200,000  
LOCATION: SOUTHEAST  
CODE: 11190-I

100% PROFIT INCREASE IN THE LAST TWO YEARS!!! This network consulting company designs and installs converged networks integrating voice, video and data solutions onto a single IP-based network. They specialize in IP telephony, wireless solutions, network security and remote access. The sales staff, engineers and technicians have many years experience in the IT and telephony field and hold numerous certifications from their major partners. Approximately 50% of their sales are through the public sector – schools, libraries & local governments. The remainder of their sales are to small and medium sized businesses. This is an outstanding opportunity to purchase a profitable, growing company that is in an emerging technology field. Sales price includes \$300,000 in Accounts Receivable. BANK/SBA FINANCING - Total Project Cost (includes estimated closing costs and working capital) \$2,277,000; Buyer Down Payment (20%) \$450,000; Seller Note \$235,000; SBA Loan \$1,592,000; Term 10 years; Monthly payment \$17,674.

SIC:7373 Code:11190-I

HIGHLY PROFITABLE ELECTRICAL  
CONTRACTOR  
REVENUE: \$4,185,848  
PRETAX: \$495,853  
PURCHASE PRICE: \$1,350,000  
LOCATION: MID ATLANTIC  
CODE: 11189-I

This business is an Electrical Contractor providing service to commercial and industrial accounts in Western Virginia. The Company is known for its quality work and has strong name recognition within its market. As a result, sales have continued to increase even as the economy has taken a downturn. Customers include assembly lines, commercial buildings, hospitals, paper mills, rubber plants, sawmills, schools, and warehouses. The Company is well established and produces significant profits. This is an excellent opportunity for an individual or company to purchase a proven, well-tested business, and immediately earn profits.

SIC:1731 9903 Code:11189-I

## Service

ELECTRICAL CONTRACTING / COMMERCIAL  
/ INDUSTRIAL / GOVERNMENTAL  
REVENUE: \$4,040,753  
PRETAX: \$1,629,413  
LOCATION: SOUTHEAST  
CODE: 11188-I

MEDICAL IMAGING COMPANY  
REVENUE: \$3,435,440  
PRETAX: \$1,186,867  
LOCATION: SOUTHWEST  
CODE: 11185-I

ADULT DAY HEALTHCARE CENTER WITH  
OR WITHOUT REAL ESTATE  
REVENUE: \$3,400,000  
PRETAX: \$1,000,000  
PURCHASE PRICE: \$2,750,000  
LOCATION: WEST COAST  
CODE: 11184-I

AMBULANCE SERVICE FOR SALE HIGH  
RECURRING REVENUES STRONG  
EARNINGS  
REVENUE: \$3,000,000  
PRETAX: \$490,000  
LOCATION: MIDWEST  
CODE: 11182-I

CASH FLOW STRONG PLUMBING / HVAC  
RESIDENTIAL SERVICE COMPANY  
REVENUE: \$2,700,000  
PRETAX: \$640,000  
PURCHASE PRICE: \$1,695,000  
LOCATION: NORTHEAST  
CODE: 11181-I

## Acquisitions Available

40% Net profit margin. Twenty-eight years in business. Design, build, lock and key, prompt and on time work, within or ahead of schedule. Does both prime and sub work with city, county, state and federal customers also hospitals and chemical plants including substation platforms. Several key employees have over 10 years of continuous service. Superintendents / foreman have responsibility for each job with support from management. Top and bottom line could easily double with a little passion. Two owners, one over age 65 will take a consulting agreement, the other an employment agreement. All employees will remain.  
SIC:1731-01 Code:11188-I

Founded in 2004 the Company attained profitability within its first 10 months and has continued to experience healthy growth. That growth recently drove the company to open a second location which attained profitability within the first 6 months. Part of the company's success has been its ability to reach out to and target one of the Southwest's primary minority demographics. By offering bilingual services this medical imaging company fills a needed role while supplementing their standard client base within a specialized market niche. The company operates year round, and is not subject to seasonality.  
SIC:62151 Code:11185-I

This is a full services Adult Day Health Care Center, the Business has been established for over 10 years. Permit of about 200+/- with 1,200+/- and growing registered Clients, Billable of 130-150 Clients per day in average. This Facility Is Funded By Medical and subsidized by Medicare and get paid weekly. The Participants are mainly Elderly and must be on Medical or Medicare. The Center provides Medical assessments, Nursing services, Health screening, Nutritional counseling, Therapies, Social services, Exercise, Cultural and Recreational activities, transportation and Other Services. For qualification required from Potential Buyer please call for further detail. This is a all Help runs Business. Property is also available at \$2,890,000. SIC:Adult Day Healthcare Center with or without Real estate  
Code:11184-I

Non-emergent ambulance service provider with 89% BLS call mix, strong management team, long tenured accounts/contracts, modern fleet, conservative owner has never attempted to expand outside existing territory, but there is significant opportunity to do so, Owner will remain on board post sale as long as is desired, either ST or LT. All billing is done in house & collections are very strong (top 10 percentile compared to industry); Company carries higher than normal level of overhead in admin staff and provides a decent level of wheelchair services; both of these could be eliminated if desired by the buyer to increase earnings. Location will be disclosed after a CA is executed. We specialize in this industry and have other ambulance companies available.  
SIC:4119 Code:11182-I

This business is well established for 20+ years with an excellent reputation and has weathered several cycles in the general construction industry over the years. The target market is primarily residential, with commercial being only 20% of revenue. Most recently, the company has withdrawn from the new installation / construction side of the HVAC business and has focused on the service business only. The company acquired franchise rights, which has shown tremendous upside potential, as a matter of fact, recurring service revenues have significantly grown throughout the past 3 years (and it was only the new construction side of the business that had burdened the company with a decline in revenue / profitability). The current seller's discretionary cash flow is very strong. The business is attractively priced,

## Service

## Acquisitions Available

HVAC AND MECHANICAL CONTRACTOR  
REVENUE: \$2,654,355  
PURCHASE PRICE: \$1,245,000  
LOCATION: MOUNTAIN STATES  
CODE: 11180-I

ASPHALT & PAVING  
REVENUE: \$1,841,933  
PRETAX: \$123,779  
PURCHASE PRICE: \$950,000  
LOCATION: MIDWEST  
CODE: 11177-I

COMMERCIAL CONSTRUCTION COMPANY  
REVENUE: \$1,383,129  
PRETAX: \$269,406  
PURCHASE PRICE: \$1,900,000  
LOCATION: SOUTHEAST  
CODE: 11176-I

ELECTRICAL CONTRACTOR  
REVENUE: \$1,297,119  
PURCHASE PRICE: \$345,000  
LOCATION: MOUNTAIN STATES  
CODE: 11175-I

SHORING & DRILLING COMPANY  
REVENUE: \$1,158,403  
PRETAX: \$301,289  
PURCHASE PRICE: \$1,400,000  
LOCATION: SOUTHEAST  
CODE: 11172-I

and a buyer can recoup his initial cash outlay of only \$550,000 in approximately a year. Free cash flow (after debt service/ acquisition) is approximately \$500,000, with significant upside potential. The business is pre-qualified on an SBA lending basis, there is little bank debt to be assumed at \$150k; and the assumption of \$185,000 A/P is more than offset by A/R of \$300,000 (all current). A buyer will obtain a projected return on down payment of 90%, on an after-debt service basis! The owner is motivated to make this an easy transfer and will assist a buyer in all aspects of the transfer. However, while the owner is selling, he could also envision a partnership with a qualified buyer. The long-term, loyal employee base will stay with the business and will ensure the continued growth. \*\*\* ALL DATA IS BASED ON SIGNED TAX RETURNS\*\*\*  
SIC: 15420100 Code: 11181-I

This profitable southern Colorado company offers the full menu of mechanical contracting services for heating and air conditioning. Its customer mix includes commercial and residential. And through the recession, the company has continued to be profitable. There is sufficient cash flow to provide both a salary and a favorable return on investment. Highlights of the business also include: favorable financing with low down payment, established customer base, well-trained and experienced staff, and prime real estate for purchase (already built-out for future growth). This company would make an appealing acquisition to (1) a buyer already in the HVAC industry, (2) a buyer in a related field such as plumbing or electrical contracting, or (3) someone experienced in construction wanting to live in this popular city. Adjusted Profit for the first ten months of 2009 is \$312,035.  
SIC: 1711 Code: 11180-I

The Company is a well established paving and asphalt company. The Company operates generally in northeast Indiana, northwest Ohio and southeast Michigan.  
SIC: 1771-18 Code: 11177-I

Profitable commercial construction company boasts record revenue and profits in 2008! Currently, they have a significant backlog. Despite the economy, 2009 is forecasted to be equal to the sales and profitability of 2008.  
SIC: 1799 Code: 11176-I

This well-established Colorado business services a loyal base of commercial customers in three counties. Tenant finish, ground up, remodel, and commercial/residential service and repair. It has an excellent reputation in the marketplace and a well-trained, experienced employee. Real Estate, valued at approximately \$165,000 (subject to appraisal), is included in asking price. Down Payment assumes purchaser qualifies for new SBA financing. Adjusted Profit assumes purchase of real estate.  
SIC: 1731 Code: 11175-I

Started by our client in 2007, the company is involved primarily in commercial projects where shoring systems, soil nailing or micropiles are required. They have developed a niche with small and medium sized jobs and specialize in low mobilization costs and fast turnaround. They install shoring systems for temporary and permanent earth retention, use soil nailing techniques for stabilizing slopes and for constructing retaining walls and micropiles as a viable alternative to conventional piling techniques. The company has an experienced staff of 6 including a general manager who handles sales and estimating, project manager and 4 crew members, they run one or two

## Service

SPECIALTY INSURANCE COMPANY  
REVENUE: \$1,037,000  
PRETAX: \$821,000  
PURCHASE PRICE: \$2,300,000  
LOCATION: MOUNTAIN STATES  
CODE: 11167-I

IT FULL SERVICE CONSULTING COMPANY  
REVENUE: \$1,000,000  
PRETAX: \$230,000  
PURCHASE PRICE: \$925,000  
LOCATION: WEST COAST  
CODE: 1166-I

CASH FLOW STRONG BUSINESS  
CONSULTING FIRM WITH RECURRING  
REVENUE STREAM  
REVENUE: \$850,000  
PRETAX: \$350,000  
PURCHASE PRICE: \$875,000  
LOCATION: NORTHEAST  
CODE: 11198-I

TEMPORARY STAFFING FIRM  
REVENUE: \$6,103,744

## Acquisitions Available

crews depending on the project. The vast majority of their business is in the Carolina's. They have an impressive backlog of work and they are forecasting an increase in revenue and profits in 2010 at the present time.

SIC:1799

Code:11172-I

Highly unique and profitable insurance agency that has copyrighted a specially designed life insurance policy. The plan is designed specifically for owners of closely held businesses to help lower their tax burden and provide additional retirement income without many of the restrictions of a regular retirement plan. The plan complies with all IRS code guidelines. The plan is underwritten by two highly rated insurance companies. It is marketed nationally by over 1,600 insurance agents. Reoccurring revenue is also generated with an annual administrative fee for the preparation of tax related documentation. The owner is retiring for health reasons, but will provide a full and lengthy transition.

SIC:6411

Code:11167-I

The Company customer base includes many notable companies who have been with the Company from 4 to over 7 years. The current customer list of 100+, range from small, single-person firms to Fortune 500 members and government organizations. Services include: Content Management System builds/deployment; Third party system integration; E-Business consulting; Creative/Media Production (web and print); Business Promotion (including the development and deployment of online marketing campaigns); and Application Hosting. The Company's revenue breakdown is as follows: Business Management Systems: 39% E-Business Consulting: 29% Content Management Systems: 17% Creative Media Production: 12% The Company has 8 full-time employees and the Company's Key Employees have been with the firm for many years. Some growth strategies include heavy emphasis placed on mobile devices, geographic-services and constant interaction between users. The technical, graphical, and managerial capabilities of the Company lend themselves well to these areas. The Company is housed in very nice space of approximately 3,000 square feet with room for expansion.

SIC:7371

Code:11166-I

Our client is operating an organizational development consulting firm providing its clients with advice on hiring, managing and developing employees. The company provides client custom solutions by way of on-line testing tools for measuring organizational effectiveness of employees. The majority of revenues comes from East Coast customers, with medical segment revenues being the major portion. The company can count Fortune 500 companies among their consistent customer base, and has excelled in resolving very special customer needs. The seller's facilities are located in central NJ and can easily be accessed from major high ways, however, a relocation is possible without any significant impact on the business. The company has enjoyed a stable sales level for the past five years, with the exception of 2008 due to the economic environment. The 2009 cash flow is back up and is consistent with the years 2006 and 2007. The business is pre-qualified on an SBA lending base for \$345k, subject to buyer's financials, and with only \$225k down payment and \$285k seller financing, a buyer will acquire a proven consulting firm with a sustainable competitive advantage that will generate \$180k in after debt owner benefits. The owner wants to retire and will provide an extended transition time, including a potential consulting agreement, whereas key employees will stay on. \*\*\* ALL DATA BASED ON SIGNED TAX RETURNS \*\*\*

SIC:15420100

Code:11198-I

## Service

PURCHASE PRICE: TBS  
LOCATION: MOUNTAIN STATES  
CODE: 11194-I

TV BROADCAST & CABLE CONTENT DATA  
SOLUTIONS PROVIDER  
REVENUE: \$1,300,000  
PRETAX: \$515,000  
LOCATION: NORTHEAST  
CODE: 11165-I

## Retail

ARCO AMPM + CONVENIENCE STORE AND  
CAR WASH. WITH OR WITHOUT REAL  
ESTATE  
REVENUE: \$2,400,000 (PROJECTING 2010)  
PRETAX: \$550,000  
PURCHASE PRICE: \$1,000,000 (40% SHARES)  
LOCATION: WEST COAST  
CODE: 1161-I

FOREIGN NEW CAR DEALERSHIP  
REVENUE: \$38,000,000.00  
PRETAX: \$3,180,000.00  
PURCHASE PRICE: \$21,000,000.00  
LOCATION: SOUTHEAST  
CODE: 11163-I

HARLEY DAVIDSON DEALERSHIP  
REVENUE: \$23,000,000  
PRETAX: \$3,100,000.00  
PURCHASE PRICE: \$14,000,000.00  
LOCATION: SOUTHEAST  
CODE: 11160-I

RETAILER OF LUXURY PRODUCTS FOR THE  
HOME  
REVENUE: \$10,461,216  
PRETAX: \$1,300,000  
LOCATION: WEST COAST  
CODE: 11157-I

## Acquisitions Available

This well established business provides temporary "blue-collar" staffing, as well as temp-to-hire services. The company enjoys an industry diversified customer base, a pool of thousands of temporary employees, an outstanding reputation in the industry, and has a proven blueprint for expansion into other markets. Real estate, valued at \$790,000 (subject to appraisal), is available to purchase or lease. Sales and Adjusted EBITDA reflects a 3-year average.  
SIC: 7363 Code: 11194-I

The technical leader in the design and development of advanced technologies for content and data automation, management, distribution and live-to-air solutions for the television industries. Emmy Award winning technologies. New technologies awaiting release. Seller discretionary cash flow doubled from 2006 to 2009. Management willing to stay after sale.  
SIC: 3663 Code: 11165-I

## Acquisitions Available

Joint Venture Wanted for two Arco AmPm + Convenience Stores and car washes. Following is the one just completed a few months ago. Brand new, just opened ARCO with an AM/PM convenience store, with full plans in place for an express car wash. This station is a "cash cow in training" with multiple sources of revenues, profits, and cash flow. It is located in a Community Redevelopment District, and as such, has no competitive gas stations within several miles in any direction, nor will there be for the foreseeable future. Once it is fully seasoned, ARCO expects this station to do at least 300,000 gallons of gasoline per month, at least \$150,000 per month in the convenience store, and at least another \$50,000 per month from the express car wash. Once everything is in place, the projected EBITDA for 2010 is an estimated \$550,000. In 2011, EBITDA is projected to reach approximately \$1.1 million before debt service. Once fully seasoned, EBITDA could exceed \$1.3 million annually. Lease is currently at \$2,500/mo, with 30 + years Lease. Option to purchase this Real Estate at \$400k. Short of capital, need Partner with \$1,000,000 + to Co-Own 2 locations. call Broker for detail. SIC: Arco AmPm + C-store and Car wash Code: 11161-I

Major New Car Dealership, Qualified buyers only, contact  
SIC: ????? Code: 11163-I

Franchised Harley Dealership with property business and inventory. Family problems causes sales! Management will remain and consider buying in. Located in Southeast United States  
SIC: ????? Code: 11160-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 presti-

## Retail

LUMBER, BUILDING AND HARDWARE  
STORE  
REVENUE: \$5,998,740  
PRETAX: \$194,608  
PURCHASE PRICE: \$2,000,000  
LOCATION: SOUTHEAST  
CODE: 11164-I

NEW ENGLAND OFFICE FURNITURE  
RETAILER  
REVENUE: \$2,627,000.  
PRETAX: \$278,000  
LOCATION: NORTHEAST  
CODE: 11162-I

PET STORE  
REVENUE: \$2,130,646  
PRETAX: \$162,547  
PURCHASE PRICE: \$1,225,000  
LOCATION: SOUTHEAST  
CODE: 11159-I

TRUCK ACCESSORIES  
REVENUE: \$1,315,000  
PRETAX: \$339,000  
LOCATION: UNITED STATES  
CODE: 11158-I

## Acquisitions Available

gious 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 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: 11157-I

Started in the late 1970's, this lumber, hardware and building supply store is located in a picturesque town nestled into the beautiful Blue Ridge Mountain area of North Carolina. With a 30 year track record and a vast array of hardware and building supplies they are the destination place in their area. They have built up a large client base over the past 3 decades and enjoy excellent market share. The \$1,000,000 in inventory, valued at cost, is included in the sale price. They operate on a 10 acre site with several buildings, including a 7,000 sq. ft. hardware store, 15,000 sq. ft. lumber and building supply facility, and several other product storage buildings. The site is strategically located on a main highway and there is ample room for expansion. This is an outstanding business and the lifestyle opportunity that would be hard to duplicate anywhere!

SIC: 5251 Code: 11164-I

With multiple locations, this dominant retailer is poised for growth in the years to come. In 2009, it ran counter to industry trends and enjoyed a sales increase. The experienced staff, up-to-date systems, and a broad customer base ensure a foundation for a new owner to develop a profitable future. The company offers low-cost, high-margin solutions for business of all sizes, as well as startups and individuals, and has no significant competition. Multiple locations and an Internet component offer a base for further expansion. Offers and transaction structures currently being accepted for review.

SIC: 5943-01 Code: 11162-I

This pet store offers birds, fish, reptiles, small animals and puppies and kittens, including registrable breeds, crosses and mixed breeds from the community. The owners of this pet store have developed a great team of employees that are well trained and attentive to each and every customer's needs. Their clients come from all over for their selection of pets and pet supplies. Live animal sales range between 50% and 60% of total revenue, supplies between 30% and 40%, and food fluctuates around 10% of gross sales.

SIC: 5999 Code: 11159-I

Offering excellent cash flow, the company targets the truck accessory and trailer market in Northeast & Central Utah. It is located on U.S. Highway 40 on one of the main routes between Salt Lake City and Denver in the heart of the Utah oil services industry, offering excellent prospects for growth. The company is only seven years old, and it has immense potential for growth. It has been built on excellent customer relationships and not a strong emphasis on sales and marketing. A new owner has the opportunity to take sales and marketing to the next level to aggressively grow revenue and profits. Besides its exclusive franchise agreement for Rhino Linings, the company offers: — CM Truck beds and Trailers — Bezzler Beds — Weatherguard Toolboxes — Ranch Hand Grill Guards and miscellaneous accessories Rhino Linings Corporation introduced the #1 sprayed-on lining solution in 1988 and is the global leader in sprayed-on truck bed liner protection. In North America, Rhino Linings provides the broadest selection of sprayed-on truck bed liners, while providing lasting solutions for a wide range of commercial, farm and oil-service industry applications.

SIC: 5531 Code: 11158-I

## Other

TRUCKING COMPANY  
REVENUE: \$31,000,000  
PRETAX: \$4,000,000  
PURCHASE PRICE: \$10-\$15MM RANGE INCL  
DEBT ASSUMPTION  
LOCATION: WEST COAST  
CODE: 11154-I

DRY UTILITY SYSTEMS CONTRACTOR  
REVENUE: \$24,033,104  
PRETAX: \$4,721,910  
LOCATION: WEST COAST  
CODE: 11153-I

AGGREGATE SUPPLIER &  
INFRASTRUCTURE (ROAD, BRIDGE,  
CONCRETE UNDERGROUND UTILITY)  
REVENUE: \$15,000,000  
PRETAX: \$2,500,000  
LOCATION: WEST COAST  
CODE: 11151-I

LONG-HAUL TRUCKING/TRANSPORTATION  
BROKERAGE  
REVENUE: \$12,708,007  
PRETAX: \$1,000,000  
LOCATION: SOUTHEAST  
CODE: 11150-I

## Acquisitions Available

rucking company owns and operates over 500 trucks and trailers in the Western 12 states (general freight, produce, frozen foods, other food related items).  
SIC: 4200 Code: 11154-I

The company is a utility contractor that specializes in the installation of underground dry utility systems, primarily gas lines in the Southern California area. The company has been established for over 20 years and the owners desire to achieve some liquidity. The company currently has over 40 crews that are complete with crew trucks, air compressors, welding equipment, and trailers capable of hauling as much as 2,500 (+/-) feet of polyethylene gas pipe to job sites as well. Crews are dispatched each day to various job sites in Orange, Riverside and San Diego counties. Most work is performed on pre-negotiated prices. Crews are supported with various boring machines, back hoe excavators, large dump trucks, low bed delivery trucks and other equipment. The company employs over 200 and has a fleet of 87 pieces of rolling stock and thousands of pieces of modern production equipment. The equipment is in excellent condition and has an approximate Fair Market Value of \$4,800,000.  
SIC: 1623 Code: 11153-I

The Company was established in 1972, employs nearly 150 people, and owns nearly 350 acres of land. They have been able to generate annual EBITDA of up to \$3 million in spite of the tremendous investment required to permit approximately 23 million tons of aggregates with asphalt plant permits, as well as an asphalt and concrete plant. The Company is now expecting to generate approximately \$2.5 million per year in additional annual profit (plus yearly increases) from the quarries each year for the next 15-20 years. It was announced in June 2005 that California's state government transportation construction spending would more than quadruple from \$900 million (fiscal 2004-2005) to \$4.1 billion (fiscal 2005-2006), with \$1 billion being released in the first month of the fiscal year (July 2005). The Company is located in a growing area with little to no competition and performs a variety of construction services to both the public and private sectors and offers a broad range of unparalleled services.  
SIC: 1611, 1623 Code: 11151-I

Interstate long-haul transportation (84% revenues) and brokerage (16% revenues) services for multiple markets. The company's well maintained fleet currently numbers 47 highway tractors and 135 trailers. The company specializes in truckload (TL), interstate transport of diverse commodities comprising primarily dry freight. While the company is an interstate carrier that is licensed in all 48 contiguous states, the business currently focuses on transporting goods between the Northeast, Southwest and Southeast with an average one-way hauling distance of approximately 750 miles. Established thirty-two years ago, owner is over 65 years young, will stay on during transition; however, General Manager is fully capable of running the company. Growth potential via increased business development efforts, purchase of capital equipment and growing the brokerage business. All key employees will stay.  
SIC: 4212 / 4213 Code: 11150-I

## Other

SELLS AND LEASES MODULAR BUILDINGS  
REVENUE: \$6,800,000  
PRETAX: \$1,565,000  
LOCATION: MIDWEST  
CODE: 1156-I

TRANSPORTATION & DUMPSITE  
MANAGEMENT CO.  
REVENUE: \$4,990,000  
PRETAX: \$1,300,000  
PURCHASE PRICE: CONFIDENTIAL  
LOCATION: WEST COAST  
CODE: 11155-I

FARMLAND IN PRIME TEXAS ARES- LEASE  
BACK AT \$2,000,000+/- YRS TO BUYER.  
REVENUE: 2,000,000 (LEASE BACK)  
PRETAX: \$2,000,000 (LEASE BACK)  
PURCHASE PRICE: \$59,000,000  
LOCATION: SOUTHWEST  
CODE: 11152-I

GRANITE COUNTERTOP FABRICATION &  
INSTALLATION  
REVENUE: \$1,132,000  
PRETAX: 290,000  
PURCHASE PRICE: \$750,000  
LOCATION: NORTHEAST

## Acquisitions Available

The company sells and leases modular buildings to a niche industry. This is a highly profitable company that was hurt by the downturn last year but whose sales have recently begun to rebound. In prior years the company has had sales over \$9 million with an EBITA approaching \$3 million. As the economy continues to improve, the company should benefit significantly. The owner would like to retire after a normal transition. Growth available as the economy improves and taking this company's concept to new industries.  
SIC: 1542 Code: 11156-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: 11155-I

Total Acres: about 16,000+/- acres. Location: West of Texas and near by State. About this Farm/ Property: This farm is the largest producer in the USA raising seed for Bird song The farm also produces watermelons, wheat and wheat hay. The farm also has minimal CRP land. This farmer is a very successful and premier southwestern region farmer with some of the highest proven yield histories. The farm is consistently profitable—this is not a distressed sale. Seller has sale-leaseback experience on other parcels. The irrigation equipment on the farm is top-of-the-line and in excellent working condition. Down Payment : minimum 40 % with solid credit. Sale conditions : Seller proposes a sale-leaseback to the buyer with the following terms: 1-Six percent ( 6%) NNN cash lease rate on Gross Purchase Price 2-No Liability Insurance and Center Pivot Casualty Insurance paid by Lessee. 3-No Advalorem Property Taxes paid by Lessee 4-No Individual Capital Repairs, up to \$2,500 per incident, paid by Lessee. 5-Buyer pays all additional Capital Repairs Term: Three (3) year initial term with lessee having option to renew for six (6) additional three (3) year terms. 6-Lessee shall have first right of refusal should the Buyer elect to sell the property. Lessee shall have 90 days to close purchase if Lessee elects to buyback the property. There are experienced farm managers with extensive experience in the area and will agree to manage property for the Buyer, if desired (fees added to lease rate proposal prior to negotiation with Seller). More detailed Asset due diligence information available after showing the property and Buyer entering a conditional purchase contract.

Code: 11152-I

A regional New England company has found a winning combination in quality workmanship, timely and professional service, and affordable pricing. The firm fabricates quality granite and marble countertops in its own shop and installs them for customers in residences across Massachusetts, New Hampshire, Vermont, and Maine. The current owner has developed an effective system for marketing and

## Other

CODE:11149-I

## Acquisitions Wanted

selling product, and has been rewarded with steady business growth. Even in the recession year of 2009, sales were strong.  
SIC:5032-04 Code:11149-I

## Other

OIL EXPLORATION & PRODUCTION CO.  
SEEKING DEBT OR EQUITY INVESTMENT  
OF \$15MM  
REVENUE: \$1,000,000,000+  
PRETAX: \$122,000,000  
LOCATION: SOUTHWEST  
CODE: 11201-I

## Seeking Financing

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. Summary: \*Production of 4,000+ acres with \$6 billion of oil in place. \*\*Proven oil field-verified by two independent reserve analyses. \*\*Shovel-ready project with production commencing within 3 months of initial drilling. 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:11201-I

ACQUISITION OF BANK BY FINANCIAL  
SERVICES COMPANY  
REVENUE: \$6,200,000  
PRETAX: \$800,000  
PURCHASE PRICE: NOT APPLICABLE  
LOCATION: MIDWEST  
CODE:11202-I

Seeking \$12MM Debt & Equity Financing. Midwest & Northwest. The Financial Services Company, headquartered in the state of Washington, is seeking \$12MM in debt and equity financing to acquire a Midwest bank in order to diversify its business lines. 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. Investment Highlights: \*\*\$51 million in assets with \$6.2 million in retained earnings\*\* Bank in business 42 years\*\* Current bank president 35 years tenure with bank\*\* Bank VP is a CPA with 23 years tenure with bank\*\* 5-year average pretax earnings \$782,000\*\* 2007 midyear pretax earnings \$832,000\*\* No exposure to sub prime losses\*\* Bank owns branch location real estate\*\* Acquisition integrates with all current activity  
SIC:738909 Code:11202-I

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REPORT

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