

Issue #84

# RIGGS / ALLEN<sup>®</sup>

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REPORT

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

## **Acquisitions Available**

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

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

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## Manufacturing

FOAM MANUFACTURING BUSINESS  
REVENUE: \$11,296,716  
PURCHASE PRICE: \$4,950,000  
LOCATION: SOUTHEAST  
CODE: 11636-I

CASUAL FURNITURE & ACCESORIES  
BUSINESS REVENUE: \$8,960,195  
PURCHASE PRICE: \$5,200,000  
LOCATION: SOUTHEAST  
CODE: 11649-I

INDUSTRIAL EQUIPMENT M  
REVENUE: \$8,545,000  
PRETAX: \$596,000  
LOCATION: MIDWEST  
CODE: 11648-I

MANUFACTURER AND INSTALLER OF  
ARCHITECTUAL MILLWORK, PERIMETER FIX-  
TURES, CASEWORK,  
REVENUE: \$7,750,000  
PRETAX: \$1,400,000  
LOCATION: NORTHEAST  
CODE: 11647-I

## Acquisitions Available

This Company manufactures custom foam and fiber products such as sealed, non-porous mattresses, cushions, pet beds, pillows, sofas, chairs, children's furniture and more to industries such as correction and medical facilities, retirement centers, furniture industry, and suppliers of national big box retailers. The state-of-the-art equipment and in house engineering allows for numerous custom creations and complete automation. The owner would consider staying on for an extended period. There are numerous expansion opportunities available including expanding customer base geographically and also due to the new MFG equipment and process just put into place. Key Points: Completely automated production facility Well tenured employees Upward sales trend Niche patent pending designs and custom processes Assets: Inventory: TBD FF&E (Replacement Value): \$1,600,000 Land/Bldg: \$1,200,000  
SIC: 30860000 Code: 11636-I

This company is a multi-location furniture retailer. They offer a well branded concept with over 25 years in business, offering unique products for the home. They have manufacturer's direct pricing and well established locations in strong markets.  
SIC: 57129905 Code: 11649-I

Upper Midwest Company designs, manufactures and delivers high-quality equipment and systems. Through acquisition and innovation this Company has built a diverse product line fabricated in both metal and plastic with sizable market penetration. Its products are sold nationally under private labels and the Company's own trademarked brands. The current facility and extensive manufacturing equipment will allow for sales growth as a new owner continues to improve operations, systems and marketing. This Company, which has been underperforming under absentee ownership, represents a great "Turnaround" opportunity for a buyer with manufacturing/operational expertise.  
SIC: 5085-22 Code: 11648-I

Established for Twenty-Five years this company is a specialized full service manufacturing and design resource assisting in the development process of large retail and hospitality interiors. Services begin from initial concept through the manufacture and installation of architectural millwork, perimeter fixturing, casework and loose fixture packages. Twenty-Five Corporate accounts include major department stores, architects, hotels & restaurants plus hospitality interiors and general contractors. Fixtures can be manufactured from metal, wood, acrylic, glass, plastic and foam all in the company's facilities. Although the company specializes in custom projects it has also developed its own extensive line of fixtures that can be purchased as is or customized to meet a customer's brand expression. The company also manufactures an extensive line of risers, merchandisers, and fixtures tailored to the unique needs of visual merchandising. Other products include tables, hanging fixtures, gondolas, showcases and shelving units. The company's two production facilities include a 21,000 square foot Metal Fabrication Plant which employs a staff of twenty-five and uses the finest shearing, bending, roll forming machinery, and state of the art laser cutting equipment. Additionally there is a 40,000 square foot Wood, Acrylic and Plastic Production Facility that employs forty also using the latest industry techniques. All manufacturing and other processes are supported by stringent quality control methodology. Prototypes are created quickly but with painstaking attention to detail. The business employs three independent outside sales-representatives, and Inside Sales Persons. Non-Union. The company currently operates at 40% of its capacity. Owner wishes to retire after the necessary transition period.  
SIC: 1751 Code: 11647-I

## Manufacturing

MANUFACTURER OF SEALANTS/  
ADHESIVES PROPRIETARY COMPOUNDS  
REVENUE: \$6,500,000  
PRETAX: \$1,150,000  
LOCATION: NORTHEAST  
CODE: 11646-I

MANUFACTURER OF DOWN-HOLE TOOLS &  
TUBING ANCHORS FOR THE OIL FIELDS  
REVENUE: \$4,800,000  
LOCATION: SOUTHWEST  
CODE: 11645-I

PROPRIETARY PET PRODUCTS  
REVENUE: \$4,324,467  
PRETAX: \$1,003,754  
PURCHASE PRICE: TBS  
LOCATION: MOUNTAIN STATES  
CODE: 11644-I

WHOLESALE BAKERY  
REVENUE: \$4,200,000.  
PRETAX: \$700,000.  
PURCHASE PRICE: \$3,500,000.  
LOCATION: WEST COAST  
CODE: 11643-I

PROPRIETARY MANUFACTURER &  
PROVIDER OF SUPPORT SERVICES FOR  
NETWORKING SYSTEMS  
REVENUE: \$3,500,000  
PRETAX: \$350,000  
LOCATION: NORTHEAST  
CODE: 11642-I

## Acquisitions Available

Founded in 1920 this niche manufacturer is a large scale producer of sealants, adhesives and coating compounds for the industrial, the military and the commercial wire and cable manufacturers worldwide. In addition to being a key supplier to the wire and cable industry the company is a major supplier of "advanced technology epoxy and silicone electrical/electronic potting and encapsulating compounds" for a broad range of electrical devices including automotive and appliance applications. Additional products manufactured include an extensive product range of high performance adhesives for a wide variety of industrial adhesive applications. Additionally the company's expanded product line of advanced technology polymers are sold worldwide to a broad range of industries. Production capabilities allow full scale manufacture and batch processing of specialty industrial paints, coatings, sealants, mastics, hot-melts, asphaltics & adhesives. Production capabilities extend to filtration and vacuum systems, process development laboratories, and fully equipped pilot testing facilities. The manufacturing facility includes a full spectrum of mixing equipment for processing hot melt products, solvent based products and high viscosity materials. Lab mixers, pilot plant and full scale production mixers are available for most product types. The company's Twenty Six full time employees include Eight Executive/Management staff and Eighteen Plant Workers. Over Two Hundred Active Accounts. The Real Estate is owned separately and is available on flexible lease terms and/or may be purchased. Seller is Semi/Absentee and wishes to retire after a transition period.  
SIC:2851 Code:11646-I

Manufacturer of Down-Hole Tools & Tubing Anchors for the oil fields. \$4.8M Revenue for 2011 vs \$3.8M in 2010. 34-39% EBT (2009 was 24%) over the past 5 years. No Debt & No Bad Accounts Receivable. Price = 5 X EBT; Southwest USA.  
SIC:1389 Code:11645-I

Founded in 1986, this company has an excellent reputation and is a market leader in a niche industry. It specializes in the manufacture and distribution of proprietary, patented, award winning products for the pet industry. Primary customers include retail pet stores, shelters, zoos, and hotels, and there are several major market accounts in place. The company is poised for growth and has an experienced team in place. Contact Lynn Lage.  
SIC:3089 Code:11644-I

Established wholesale & retail baker in business over 20 years. New ovens. New trucks and New Mixers. Owner retiring after an orderly transition. Buyer fee. Inquire by e-mail.  
SIC:20519903 Code:11643-I

Since 1998 this business has provided technical customer support for data networking products that are de-ployed extensively throughout the Bell System Operating companies: which includes Verizon, AT&T, Quest, plus smaller companies like Cincinnati Bell. The company's founders and products' design team envisioned support that would include the development of new products to assist in the migration of these large networks to newer technologies; notably the Internet protocol (IP). A Full Suite of Migration Products have been developed, allowing customers to migrate their data networks as time and budgets permit. The ability to maintain and to migrate networks slowly benefits phone companies that are expanding new and expensive fiber networks (e.g. FIOS) Contract manufacturers build components for the company's migration products with final assembly and testing being completed in the headquarters laboratory. Products and projects include the design and production of prototypes, development of System Architectures, plus performance studies and proof-of-concept

## Manufacturing

## Acquisitions Available

CUSTOM ROBOTICS/AUTOMATED  
MACHINE BUILDER - PROFITABLE  
REVENUE: \$3,032,000  
PRETAX: \$893,000  
LOCATION: MIDWEST  
CODE: 11641-I

ONLINE TECHNOLOGY SERVICES OF  
INDUSTRIAL AUCTIONS  
REVENUE: \$3,000,000  
PRETAX: \$1,300,000  
LOCATION: NORTHEAST  
CODE: 11640-I

ELECTRONIC CONTRACT ASSEMBLER  
REVENUE: \$1,900,000  
PRETAX: \$285,000  
LOCATION: ALL  
CODE: 11639-I

prototypes. Other projects include: an Optical Multiplexer for a cable product manufacturer, Overall System Architecture for a high-speed networking product, Telephony Circuit Packs, Software Network Access Equipment, and Pat-tern Matching Computation Accelerator for target acquisition for an aerospace firm, Parallel Processing Platform for military radar system plus a Trans-Cranial Doppler medical imaging device. The company is launching a New Product developed under grant from the US Army. This product will provide translation of Internet Protocol Version 4 to the new Internet Protocol Version 6 (IPv4 to IPv6). Many legacy devices operating worldwide using IPv4 cannot be easily updated. The company's IPv4 to IPv6 transformer allows legacy devices to access IPv6 net-works. The company occupies 3,700 SF of executive office space plus 2,500 of well-equipped Laboratory Space. Eleven employees include full Management Team. Owner semi-retired, is available for transition. Two Senior Managers (shareholders) wish to remain for the long term.

SIC: 7373

Code: 11642-I

This custom automated machine builder has grown sales and profits in each of the last three years. This Midwest company utilizes the latest machine vision and robotics technology. Customers include a wide spectrum of industrial applications including, industrial, consumer, medical, construction and automotive. Customers are provided with full system integration, documentation, support. The company has produced hundreds of specialized automated machines for ceramics, powdered metal, injection mold loading and unloading, automated screw systems, precision assembly, stand alone assembly stations, robotic assembly and vision cells. Modern and clean factory with state of the art machines. Ten to fifteen employees, most with significant longevity. Non union ship. Job log is between 25 and 30 weeks out.

SIC: 3711

Code: 11641-I

Established in 2001 this niche business provides the most technologically advanced turnkey solutions available. The corporate accounts are more than 200 U.S. industrial auctioneers who sell to the equipment and truck auction in-dustry. The company provides a virtual environment to enable the auctioneers to display their products via streaming audio/video and picture portfolios. Additional bidding sites have been recently developed for the collector car industry. Prior to a live audio broadcast, the company's employees set up on site streaming audio/video connec-tions, digitally photograph all individual sales lots at respective auction sites, manage live audio/video streaming and bid management, and provide up to date bidding information to the auctioneer and then final results at the close of the auction. Additionally a Sale Day catalogue is uploaded to the company's web site. This allows the company's proprietary database of 100,000+ domestic and international bidders access to the various auctions. The company participates in 700+ auctions annually. Each auction is heavily advertised and promoted for two weeks prior to auc-tion date. Twenty-one employees include the CEO/Owner, General Manager, Sales Manager, Auction Manager, Internet Technology Manager and his staff, Eleven Field Auction staff. The business occupies 5,800 square feet of executive office space. All staff and Senior Manager are expected to remain with the company. The CEO/Owner is available post-closing for a lengthy transition or for long term.

SIC: 4899

Code: 11640-I

This is a full-service, value added electronic contract assembler. Its goal is to provide the highest quality electronic products and assemblies, which are designed and produced to meet its customer's specific requirements. The company provides technical and manufacturing services to assist in electronics prototype assembly, testing and evaluation, electronic research and development and low to medium volume electronic product manufacturing.

SIC: 5065

Code: 11639-I

## Manufacturing

MACHINE SHOP/MANUFACTURER  
REVENUE: \$1,850,000  
PRETAX: \$597,000  
LOCATION: NORTHEAST  
CODE: 11638-I

MANUFACTURER AND INSTALLER OF  
CUSTOM DESIGNED SIGNAGE  
REVENUE: \$1,700,000  
PRETAX: \$350,000  
LOCATION: NORTHEAST  
CODE: 11637-I

SPECIALIZED CONTAINERS  
MANUFACTURING  
REVENUE: \$1,027,032  
PRETAX: \$430,513  
LOCATION: MOUNTAIN STATES  
CODE: 11635-I

## Distribution

HYDRONIC & FIRE PROTECTION - SALES,  
SERVICE & REPAIR  
REVENUE: \$9,649,589  
LOCATION: CENTRAL SOUTHERN  
CODE: 11632-I

CONSTRUCTION SUPPLIES, INDUSTRIAL,  
MARINE, SAFETY  
REVENUE: \$6,435,479  
LOCATION: SOUTHEAST  
CODE: 11631-I

## Acquisitions Available

Machine shop/machinist specializing in electromagnets for manufacturing, alternative energy, water purification, research and medical applications. Flexible transition assistance, trained staff and diverse customer base. Revenues 2011 \$1,850,000, Pre tax 2010 \$597,000  
SIC: 332170 Code: 11638-I

Founded in 1978 this high quality architectural signage design and design/build firm for local, regional, national and international accounts for the healthcare industry, government & municipalities, the educational field, large & small corporations plus the hospitality industry. The company's strength is its ability to analyze client's needs and products and methods then create signage programs meeting client design intents for interior or exterior signs that are code compliant, along with directories and site directional signage. Other services include consulting with architects & designers, Site planning & design services, Design build services, Signage standardization programs, Pedestrian & vehicular wayfinding, Product design & specifications, Donor recognition plus budget & cost analysis plus Web based sign management systems. The company provides the highest levels of quality design and customer service to hundreds of accounts with approximately 110-120 active at any time. There is no customer concentration and approximately 50% of sales are with repetitive accounts. The company occupies 7000 SF of warehouse/assembly and executive office space available with flexible lease terms. Fabrication is outsourced to multiple vendors. Eight employees consist of two partners, design and installation staff, project manager, full time sales representative plus a part time bookkeeper. Owners wish to retire but are available for long or short term transition.  
SIC: 7312 Code: 11637-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 Code: 11635-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.  
7.3898E+11 Code: 11632-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.  
SIC: 5072-13 Code: 11631-I

## Distribution

LUMBERYARD CONTRACTOR SUPPLY  
REVENUE: \$4,075,842.00  
PRETAX: \$77,961.00  
LOCATION: MIDWEST  
CODE: 11630-I

## Acquisitions Available

Established in the 1960's, this contractor supply lumberyard has enjoyed sales in excess of \$10 Million of building material products. With the introduction of the big box consumer lumberyards, this firm simplified its product lines and never attempted to compete in the consumer markets. Instead, the company has maintained long associations and strong relationships with the areas professional contractors. Currently the Gross Profit Margin is 24.4% with several areas for improvement.  
SIC: 444190                      Code: 11630-P

## Service

PRIVATE CONSTRUCTION COMPANY WITH  
REAL ESTATE  
REVENUE: \$165,000,000  
PURCHASE PRICE: \$37,000,000  
LOCATION: UNITED STATES  
CODE: 11675-I

This is a well established private construction company. It ranks among the top general contractors in Southern California and the Nation, it also licensed in Minnesota, Oregon, Washington, and Florida, but focuses its work on Southern California. It has solid Audited tax records, and remain strong backlogs in coming years. It is seeking to acquire Financial Partners to grow with the new Projects. Seller offersto sell 70% shares of the Company, and remain minor shares holders to operate this business full time. Property is also available at \$7M. Project includes many well known companies like Citi Bank, Nobel , Studios, Colleges, Universities, High Schools, Housing projects, Nursing facilities, Government Buildings, Schools, Laboratories and Factorie  
SIC: 1541                      Code: 11675-I

PRIVATE CONSTRUCTION COMPANY -  
ONE OF THE TOP RANK COMPANY IN IT  
KIND    REVENUE: \$155,000,000  
PRETAX: \$6,000,000  
PURCHASE PRICE: \$70,000,000  
LOCATION: UNITED STATES  
CODE: 11673-I

This Company is a well-established construction company. It ranks among the top general contractors in Southern California and in the Nation. It owns branch companies in Hawaii, Indiana, Oregon, Washington, and Florida. It is licensed in several states but focuses its work on Southern California. A sampling of clients includes many well-known companies like Citi Bank, Nobel, Studios, Colleges, Universities, High Schools, Housing projects, Nursing facilities, Government Buildings, Laboratories and Factories. With solid relationships with numerous architects and strong Team. Their ability to perform work in this market in the US market is based on the management team and the reputation of that company and team. This company does nees strong capital to support on going and expanding projects for next several years, and The Company is offering to sell off 70% shares, and remain as full time active Partners for the minority share Holders. 1541  
SIC: 1541                      Code: 11673-I

OIL AND GAS FIELD SERVICES  
REVENUE: \$15,000,000  
PRETAX: \$6,400,000  
LOCATION: SOUTHWEST  
CODE: 11672-I

This equipment leasing and field services company primarily serves the oil and gas well drilling market. With approximately 50% of the revenue from equipment rental and the rest derived from services, the company is positioned to sustain growth and profits through strong demand within the energy sector. The business has established itself as the leader in equipment leasing and related services in its market area by being versatile and meeting the changing needs of their customers. The Com-pany has been able to secure long lasting relationships (Average customer tenure of 8 years) through its reputation for excellent service, fast response, and proactive agreements. By offering a value added portfolio of equipment and services, this market niche is not being serviced by any direct competitor.  
SIC: 1381                      Code: 11672-I

STAFFING & OUTSOURCING COMPANY  
REVENUE: \$12,388,103

Company is a premier provider of managed services and outsourcing solutions. Company provides staffing services for light and heavy industrial, clerical, professional and human resource functions. It has

## Service

PRETAX: \$2,316,129  
LOCATION: MIDWEST  
CODE: 11668-I

LARGE ROOFING - SIDING CONTRACTOR:  
EXTREMELY PROFITABLE REVENUE:  
\$12,000,000  
LOCATION: MIDWEST  
CODE: 11667-I

INFORMATION TECHNOLOGY PRODUCTS &  
SERVICES  
REVENUE: \$11,500,000  
PRETAX: \$1,600,000  
LOCATION: SOUTHWEST  
CODE: 11666-I

COMMERCIAL ROOFING  
REVENUE: \$1,150,000  
PRETAX: 550,000  
PURCHASE PRICE: \$1,000,000  
LOCATION: NORTHEAST  
CODE: 11665-I

## Acquisitions Available

also recently launched a successful IT division. The company further provides high quality onsite management solutions to the light manufacturing and automotive supplier industries. A leader in its industry, it is well known for providing the highest level of service supported by a proprietary database of customers, prospects and carefully screened applicants. Company has rebounded nicely from the recent economic downturn and is back on the path of consistent growth. It is well poised for continued growth both organically and through acquisition. Revenue for 2011 expected to exceed \$15M.  
SIC: 7363 Code: 11668-I

This highly profitable and well-known company is a turn-key operation. Having been in business for more than 19 years, the name is well respected in the marketplace. Ownership advertises that this company is one of the top 200 roofing and remodeling companies in the United States. Management, sales and service delivery personnel are all in place. Well trained, qualified and tenured independent contracting companies perform the actual work. Over 2,000 jobs were completed in 2011, and already over 200 jobs are on the books for 2012. 90% residential and 10% commercial work. Servicing ten metropolitan and urban counties, the market demographic for this company couldn't be better. Residential roofs need to be replaced every 15 to 20 years. There are hundreds of thousands of residences and condos within the market area. The value of U.S. private and public building construction, an indicator for roofing and siding contractors, is forecast (by Interindustry Economic Research Fund, Inc.) to grow at an annual compound rate of 10 percent between 2011 and 2016. Ownership's estimate of annual growth during that period is between 10% and 12%. This is an excellent opportunity for any buyer seeking a profitable, well-oiled sales and service company.  
SIC: 99 Code: 11667-I

A single source provider of IT services and value added distribution. Delivers custom solutions and managed services designed to customer needs. A geographic industry leader for cutting edge technology. The company has a proven track record of growth into and through economic downturns. Customer needs are growing and recurring. Expansion opportunities are identified and available for a growth minded owner.  
SIC: 7373, 7378 Code: 11666-I

This siding & roofing company provides services to the commercial and residential market. The company has been in operation for more than 25 years and has been stable throughout. However, the contraction in the building industry over the past four years has resulted in declining revenues. Management has adapted accordingly and continues to produce cash flows well in excess of \$300k. Over the past years, management has diversified the business, thus, reducing the dependence on new construction. However, management projects several opportunities to take advantage of growth options, industry consolidations, efficiency improvements and reduced capital costs. Thus, the company seeks outside investor funds. The company enjoys a competitive advantage by being very well known among large general contractors as well as consumers. There is a significant brand name recognition. In addition, there is a highly qualified, professional management in place with a superior MIS reporting system. Management oversees a very well trained and highly qualified team that will stay in place and support the company in all aspects of the business. Average employment has been between five and ten years. Fully audited financial statements and tax returns for the past three years have been provided by the company, and have been fully reviewed. The company projects very strong growth potential for the next five years, with seller discretionary cash flows (SDCF) well exceeding the \$1m mark. The

## Service

FLOORING / COMMERCIAL / INDUSTRIAL /  
MARINE REVENUE: \$11,112,834  
LOCATION: CENTRAL SOUTHERN  
CODE: 11664-I

SIDING & ROOFING COMPANY STRONG  
UPSIDE INVESTMENT  
REVENUE: \$10,000,000  
PRETAX: \$35,0000  
PURCHASE PRICE: \$132,5000  
LOCATION: UNITED STATES  
CODE: 11663-I

PLUMBING & PIPING - COMMERCIAL &  
INDUSTRIAL  
REVENUE: \$9,055,432  
LOCATION: CENTRAL SOUTHERN  
CODE: 11692-I

MASONRY CONSTRUCTION - REPAIR,  
REMODELING, COMMERCIAL RESIDENTIAL  
REVENUE: \$8,607,289  
LOCATION: CENTRAL SOUTHERN  
CODE: 11691-I

ROOFING - WATERPROOFING - METAL  
FABRICATION REVENUE: \$7,458,711  
LOCATION: CENTRAL SOUTHERN  
CODE: 11690-I

## Acquisitions Available

company seeks \$1.3m in funding in exchange for a 35% share of the company's assets. In return, an investor will receive preferential dividend treatment for five years subsequent to funding and can expect a complete return of funds invested during this period of time. Projections call for a 30% investor ROI. Management will consider active or silent investors.

SIC: 1742 Code: 11665-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.

SIC: 1771-03 Code: 11664-I

This siding & roofing company provides services to the commercial and residential market. The company has been in operation for more than 25 years and has been stable throughout. However, the contraction in the building industry over the past four years has resulted in declining revenues. Management has adapted accordingly and continues to produce cash flows well in excess of \$300k. Over the past years, management has diversified the business, thus, reducing the dependence on new construction. However, management projects several opportunities to take advantage of growth options, industry consolidations, efficiency improvements and reduced capital costs. Thus, the company seeks outside investor funds. The company enjoys a competitive advantage by been very well known among large general contractors as well as consumers. There is a significant brand name recognition. In addition, there is a highly qualified, professional management in place with a superior MIS reporting system. Management oversees a very well trained and highly qualified team that will stay in place and support the company in all aspects of the business. Average employment has been between five and ten years. Fully audited financial statements and tax returns for the past three years have been provided by the company, and have been fully reviewed. The company projects very strong growth potential for the next five years, with seller discretionary cash flows (SDCF) well exceeding the \$1m mark. The company seeks \$1.3m in funding in exchange for a 35% share of the company's assets. In return, an investor will receive preferential dividend treatment for five years subsequent to funding and can expect a complete return of funds invested during this period of time. Projections call for a 30% investor ROI. Management will consider active or silent investors.

SIC: 176109 Code: 11663-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. 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.

SIC: 1711-05 Code: 11692-I

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.

SIC: 1741-01 Code: 11691-I

Backlog of contracts exceed last year's revenue. Well established family-owned business has been serving the southeast for 50+ years. Generates pre-tax profits of 24%+. Company services a wide variety of commercial, industrial and residential customers including NASA, various military facilities, utility companies, educational insti-

## Service

FIRE PROTECTION – CONSULTING / DESIGN  
/ INSTALLATION & INSPECTION  
REVENUE: \$6,500,643  
LOCATION: CENTRAL SOUTHERN  
CODE: 11688-I

ELECTRICAL ANALYSIS / TRAINING  
COMPANY  
REVENUE: \$6,428,218  
PRETAX: \$1,049,814  
LOCATION: MIDWEST  
CODE: 11687-I

ENVIRONMENTAL HAZARDOUS WASTE  
REMEDICATION SERVICES  
REVENUE: \$6,200,000  
PRETAX: \$1,500,000  
LOCATION: NORTHEAST  
CODE: 11686-I

COMMERCIAL FLOOR COVERINGS  
REVENUE: \$4,619,894  
PRETAX: \$528,394 PURCHASE  
PRICE: \$TBS  
LOCATION: MOUNTAIN STATES  
CODE: 11685-I

## Acquisitions Available

tutions, hotels, casinos, hospitals, retail malls, condominiums, apartments, homes, etc.

SIC: 1761 Code: 11690-I

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.

SIC: 5063-15 Code: 11688-I

This business specializes in electrical maintenance analysis and training. They have improved the staffs of more than 45,000 companies through their programs. They have been in business for over 19 years and are well established with a "quality" reputation in their industry. Current ownership believes there are several avenues for growth including hiring more staff to accommodate growing backlogs of work, branch into compatible services, and expansion overseas. This business has had to turn away revenue opportunities due to staff and geographical constraints. New ownership with significant capital infusion and resources could take this business to the next level.

SIC: 8748 Code: 11687-I

This environmental services company founded in 1990 provides Hazardous Waste Remediation Services. The company specializes in designing and managing complex remediation projects, lead based paint as well as asbestos abatement along with other hazardous and environmental remediation. The company's successful track record is a direct result of its "immediate two hour response time", and accurate competitive quotes, precise timelines, solid insurance, technical superiority, minimum client disruption and final certification. The company executives and field superintendents are highly experienced in designing and managing projects. Field workers are comprehensively trained in full accordance with HUD, EPA, OSHA plus all state guidelines. The Management team and staff consist of the Owner along with a Project Manager, a Sales Manager, an Estimator, an Office Manager plus 40 Field Workers. Long term repeat company accounts include health care facilities, industrial complexes, commercial facilities, educational institutions, churches and petrochemical plants. The company occupies 3500 square feet of Executive Office Space along with 4 acres for equipment storage. Senior Management (Owner) is available for the long term and will consider equity participation

SIC: 9999 Code: 11686-I

This well established, profitable commercial flooring contractor has withstood the test of time and managed to increase sales during the recession when other businesses have failed. The company offers a wide range of services, from pre-construction to construction, and has contracts in place with a diversified, repeat base of customers. There is a skilled staff in place, strong vendor alliances, superior technology, and a growing earnings base.

SIC: 1752 Code: 11685-I

## Service

OUTDOOR LIVING, LANDSCAPE & POOL  
INSTALLATION BUSINESS REVENUE:  
\$3,915,517  
PURCHASE PRICE: \$1,850,000  
LOCATION: ALL  
CODE: 11684-I

FULL SERVICE LANDSCAPE COMPANY -  
EXCEPTIONAL CASH FLOW  
REVENUE: \$3,000,000  
PRETAX: \$1,000,000  
PURCHASE PRICE: \$2,895,000.00  
LOCATION: SOUTHEAST  
CODE: 11683-I

TELECOMMUNICATIONS INDUSTRY  
SERVICES  
REVENUE: \$2,682,911  
PRETAX: \$805,915  
PURCHASE PRICE: TO BE DETERMINED  
LOCATION: MOUNTAIN STATES  
CODE: 11682-I

LOW VOLTAGE DATA AND STRUCTURED  
CABLE INSTALLATION BUSINESS  
REVENUE: \$2,368,464  
PRETAX: \$312,444  
LOCATION: MOUNTAIN STATES  
CODE: 11681-I

## Acquisitions Available

Outstanding Outdoor Living, Landscape & Pool Installation Company for sale! The company has been around for 15 plus years, generates excellent mid-six figure cash flow to the owner and in 2011 increased revenues by 57%. It is also being offered with 10 year financing to a qualified buyer! The business will be attractive to an individual buyer with management experience as our client has strong management in place in all key positions or to a strategic buyer looking to expand into one the country's best economic areas!  
SIC: 07820000 Code: 11684-I

This outstanding Full Service Landscape Company has been established over 20 years in the affluent Northern Virginia Market, (Metro Washington D.C.) it specializes in landscape design, installation and maintenance for both commercial and a mix of high-end residential clients. The mixed high-end residential single family residential sales are approximately 55% of annual sales and the commercial buildings are approximately 45% of annual sales. Both categories have a substantial quantity of contracts over a term of one to three years. This Company is extremely profitable and far exceeds industry ratios and standards. Annual Sales average over \$3,000,000.00, with Owners Discretionary Cash Flow averaging over \$1,000,000.00. The Furniture, Fixtures and Equipment have been estimated by the owner to be worth approximately \$508,000.00 and Inventory at \$37,000.00 included in the purchase price. The facilities where constructed for this industry with plenty of room for expansion. The owner has built the company from the ground up and growth has all been organic. The owner also feels that new ownership will be able to continue the growth and take the Company to the next level. The owner is willing to assist in the transition for a period of 60 days as part of the purchase price and will be available thereafter for consultation or may consider staying on. The management and field supervision personnel have many years experience in the Company and industry. The sale price is \$2,895,000.00, some owner financing available. Financial data is available to the qualified buyer.  
SIC: 0782 Code: 11683-I

In business since 2003, this company is one of Colorado's leading providers of turnkey project management solutions for inside and outside plant construction, emergency restoration and networking services. As a full service contractor specializing in fiber optics, the company provides start-to-finish solutions for its customers, utilizing company employees, not sub-contractors. This business method eliminates unnecessary time delays and assures quality work on all projects. Services include sub-service directional boring, aerial construction and hydro excavation. Inside plant services include EMT placement, fiber termination, power/twist lock installation, circuit demark extensions and rack/cabinet placement. Emergency restoration work is a growing part of the business. The company does site surveys for all potential projects and detailed hard quotes. Additionally, the company can provide engineered documents for client projects and manage the permitting process with all entities including municipalities, counties, railroads, etc., as required. Customers include the largest companies in the telecommunications industry.  
SIC: 1799 Code: 11682-I

This company specializes in providing network infrastructure solutions in the form of voice and data cabling, both horizontal and outside plant, fiber optic or copper, to support its customers' voice and data networking technologies. Technology offerings include CCTV (Security), CATV (Video Distribution), Data Networking Equipment, and VoIP (Voice over Internet Protocol) based communications. The company offers complete, turn-key solutions for design build engi-

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## Listing

### Listing Categories

\_\_\_\_ Acquisitions Available:

\_\_\_\_ Acquisitions Wanted:

\_\_\_\_ Financing:

### Type of Company

\_\_\_\_ Manufacturer:

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

\_\_\_\_ Service:

\_\_\_\_ Retail:

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

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

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

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

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

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

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

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

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										11696

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## Service

ENVIRONMENTAL ENGINEERING FIRM  
REVENUE: \$2,269,727  
PRETAX: \$670,200  
LOCATION: MOUNTAIN STATES  
CODE:11680-I

COMMERCIAL ELECTRICAL CONTRACTOR  
REVENUE: \$1,916,617  
LOCATION: CENTRAL SOUTHERN  
CODE:11679-I

GRAPHICAL PRINTING SERVICE  
REVENUE: \$1,900,000  
PRETAX: \$324,000  
LOCATION: MIDWEST  
CODE:11678-I

COMMERCIAL HVAC  
REVENUE: \$1,750,000  
PRETAX: \$550,000  
PURCHASE PRICE: \$1,410,000  
LOCATION: NORTHEAST  
CODE:11677-I

## Acquisitions Available

neering. The current customer base consists of approximately 20% government and 80% commercial clients. The business would be an excellent acquisition for an existing cabling company or an electrical contractor looking for vertical integration. The Adjusted Profit for the first 10 months of 2011 is \$572,372.  
SIC:7389 Code:11681-I

This well established company provides a wide variety of environmental services to clients in the Rocky Mountain region. It has stable earnings and offers the right buyer significant potential for expansion. There is a well-trained staff in place, a diversified client base, and a wide range of well maintained equipment. The owner is willing to stay on for an extended period of time to assist in a smooth transition. Real estate, valued at \$850,000 (subject to appraisal), is available to purchase with the business. Gross Sales and Adjusted Profit reflected are for first eleven months of 2011. The company was recently awarded a significant contract.  
SIC:8711 Code:11680-I

Licensed in 12 southern states. Owners have a combined service record of over 100 years of experience. Certified and own an in-house apprentice program. Backlog of work approximately equal to prior year's revenue. Debt free, including a "C" Corporation coupled with a LLC. Reputation and relationships with local large General Contractors is excellent. Customer base includes Lowe's, Home Depot's, several large banks, food stores, municipalities, automotive dealerships and all commercial buildings.  
SIC:1731-01 Code:11679-I

This Company provides screen and digital printing for the advertising and marketing community. The business provides full in house design and produces posters, banners, decals, displays, billboard signs and more. The company boasts high quality, outstanding service and custom designed, cost effective solutions resulting in customer satisfaction and repetitive business. In business more than 25 years, the company is very profitable. This company would be an excellent acquisition for an energetic entrepreneur.  
SIC:2759 Code:11678-I

This commercial HVAC & refrigeration company provides a complete service spectrum to a leading, very well known consumer retail chain ranked in the top 100 on Forbes. The company had a continued relationship with its customer for 25+ years and has secured contracts for the future. The seller's facility is located in Central/Southern New Jersey with a month-to-month lease but can easily be moved. The company enjoys a competitive advantage by way of a superior reliability record. The customer highly values the company's services due to its outstanding reliability in a 24/7 environment, and thus works exclusively with this vendor. Furthermore, the company has a very streamlined operation resulting in above industry average gross margins. The company has been fully reviewed and conservatively appraised by a well-known national valuation firm at 3.2x EBITDA (ttm). A complete report is included in the prospectus. There is no debt to be assumed and the deal includes \$150k in current A/R offset by only \$40k in A/P. The business is pre-qualified by an SBA lender subject to the buyer's financials, and by implementing the proposed deal structure a buyer will obtain \$350k+ in after-debt, free cash flow. A comfortable six months transition period will be provided by an owner who truly wants to retire and who wants to see his business continuing to flourish. However, the owner will consider a three year consulting agreement for a smooth customer transition. A very well trained and highly qualified team will stay in place and support the new owner in all aspects of the business.  
SIC:1742 Code:11677-I

## Service

ENVIRONMENTAL CONSULTING COMPANY  
REVENUE: \$1,684,641  
PURCHASE PRICE: \$1,600,000  
LOCATION: SOUTHEAST  
CODE:11676-I

HVAC & MECHANICAL CONTRACTOR  
REVENUE: \$1,609,860  
PRETAX: \$159,982 PURCHASE  
PRICE: \$995,000  
LOCATION: MOUNTAIN STATES  
CODE:11674-I

STRONG CASH FLOW CONTRACTOR  
REVENUE: \$1,450,000  
PRETAX: \$460,000  
PURCHASE PRICE: \$1,410,000  
LOCATION: UNITED STATES  
CODE:11671-I

EVENT / PARTY RENTAL BUSINESS  
REVENUE: \$1,334,280  
PRETAX: \$368,213  
PURCHASE PRICE: \$1,950,000  
LOCATION: MOUNTAIN STATES  
CODE: 11670-I

## Acquisitions Available

Environmental Consulting Company. Price: \$ 1,600,000. Down payment \$1,600,000 Cash flow \$425,544 This is a 25 year old company located in the southeast that is involved in environmental testing and consulting with an impressive client base concentrated in the south and east coast of the United States and exceptional cash flow (EBIT-DA plus owner benefit). The cash flow to the owner was \$425,000 in 2010 and they are on pace thru June to exceed this in 2011. Their success is built on the longstanding relationships with clients built over the past two decades and the experienced staff of professionals servicing those clients. This is an outstanding opportunity!  
SIC:87489905 Code:11676-I

This 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. Highlights of the business include: 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. The Sales and Adjusted Profit shown below are for the first ten months of 2011.  
SIC:1711 Code:11674-I

This commercial HVAC & refrigeration company provides a complete service spectrum to a leading, very well known consumer retail chain ranked in the top 100 on Forbes. The company had a continued relationship with its customer for 25+ years and has secured contracts for the future. The seller's facility is located in Central/Southern New Jersey with a month-to-month lease but can easily be moved. The company enjoys a competitive advantage by way of a superior reliability record. The customer highly values the company's services due to its outstanding reliability in a 24/7 environment, and thus works exclusively with this vendor. Furthermore, the company has a very streamlined operation resulting in above industry average gross margins. The company has been fully reviewed and conservatively appraised by a well-known national valuation firm at 3.2x EBITDA (ttm). A complete report is included in the prospectus. There is no debt to be assumed and the deal includes \$150k in current A/R offset by only \$40k in A/P. The business is pre-qualified by an SBA lender subject to the buyer's financials, and by implementing the proposed deal structure a buyer will obtain \$350k+ in after-debt, free cash flow. A comfortable six months transition period will be provided by an owner who truly wants to retire and who wants to see his business continuing to flourish. However, the owner will consider a three year consulting agreement for a smooth customer transition. A very well trained and highly qualified team will stay in  
SIC:176109 Code:11671-I

This is an exciting, lucrative business in a fun and growing industry with room for expansion. There are many segments to this industry with great revenue potential that are untapped by the company at this time. The business is majority owned by an investment partnership, who is trimming their portfolio to pursue separate business interests. With a well trained staff already in place to handle the day-to-day running of the business, we believe the company would be a good choice for an owner operator that has marketing and/or sales experience; a person that could establish an outside sales force and develop a comprehensive marketing plan; someone who's full time focus would be the expansion and success of this company. This could also be an excellent acquisition for an industry buyer looking to expand into this region.  
SIC:7359 Code:11670-I

## Service

PROFESSIONAL LANDSCAPING  
CONTRACTOR  
REVENUE: \$1,256,399  
PRETAX: \$311,835  
PURCHASE PRICE: \$1,135,000  
LOCATION: MOUNTAIN STATES  
CODE: 11669-I

## Acquisitions Available

Reputable, turn-key landscaping company with tremendous growth opportunity. Year-round revenue with holiday lighting and snow removal service. Contracts attribute to 80% of business. Real estate valued at \$440,000 (subject to appraisal) is included in the purchase price. Partial seller financing is available to a qualified Purchaser.  
SIC: 0782 Code: 11669-I

## Retail

5 STAR CHILD CARE CENTER  
REVENUE: \$737,965  
PURCHASE PRICE: \$1,400,000  
LOCATION: ALL  
CODE: 11689-I

5 STAR CHILD CARE CENTER This state of the art 5-Star child care center is licensed for 149 children and is consistently at full capacity. This very attractive 8,300 sq.ft. facility, on 1.27 acres, is located in a suburb of a North Carolina city with easy access to a major 4 lane road. Services range from infants, preschool age and afterschool up to age 12. Two buses, furniture, fixtures, equipment and the real estate is included in the sale. Sellers are ready to retire and will train a new owner to ensure a smooth transition. This is an exceptional opportunity! Please contact  
SIC: 83510000 Code: 11689-I

FARM EQUIPMENT DEALERSHIP  
MULTIPLE LOCATIONS  
REVENUE: \$15,700,000  
PRETAX: \$633,000  
LOCATION: MIDWEST  
CODE: 11655-I

Established and authorized farm equipment dealership located in Indiana. The dealership has two locations and services customers in three states. This dealership has a superior name and reputation and has been in business since the 1950's. They specialize in the sales and service of new and used farm machinery and some residential equipment. The company represents many nationally recognized brands in the industry. Each department has a manager and the employees are cross-trained for additional flexibility. This is an excellent opportunity for geographical expansion.  
SIC: 5083 Code: 11655-I

CAR LOT & REPAIR  
REVENUE: \$2,900,000  
LOCATION: ALL  
CODE: 11662-I

This car lot and repair shop is located on a high traffic street in Indianapolis, Indiana with good visibility. It has 4,500 square foot building with four offices. The business sells about 250 cars a year. The repair shop does approximately \$25,000/month in repair work. It has three lifts. There is room on the lot for 25 cars.  
SIC: 5521 Code: 11662-I

FAMILY OWNED GAS STATION / C-STORE  
WITH GARAGE AND RENTAL PROPERTY  
REVENUE: \$2,500,000  
LOCATION: MIDWEST  
CODE: 11661-I

This well established gas station/convenience store and garage has been family-owned and operated since 1957. The business has gained a reputation for top-notch customer service. The convenience store sells tobacco, food, beverages and lottery tickets. The business has a very steady revenue stream. In addition to the convenience store, the business has a garage that offers tires, tire repair and other services. The business also includes a small rental property that is currently occupied. The location is highly visible and is on the town's major thoroughfare. This is a great opportunity as an owner operated business or as a strategic acquisition.  
SIC: 5411 Code: 11661-I

FURNITURE DEALER - COMMERCIAL  
REVENUE: \$2,439,400  
LOCATION: CENTRAL SOUTHERN  
CODE: 11660-I

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.  
SIC: 571216 Code: 11660-I

## Retail

SPECIALTY RETAIL WITH REAL ESTATE  
REVENUE: \$2,200,000+  
LOCATION: MIDWEST  
CODE: 11659-I

SUPERMARKET - HYPER CONVENIENCE  
STORE  
REVENUE: \$1,850,000  
PRETAX: \$175,000  
PURCHASE PRICE: \$495,000  
LOCATION: NORTHEAST  
CODE: 11658-I

COUNTRY SUPERMARKET IN GREAT AREA  
REVENUE: \$1,815,841  
PRETAX: \$189,984  
PURCHASE PRICE: \$680,000  
LOCATION: MOUNTAIN STATES  
CODE: 11657-I

NATIONALLY BRANDED FULL SERVICE  
HARDWARE / HOME CENTER STORE  
REVENUE: \$1,781,170  
LOCATION: MIDWEST  
CODE: 11656-I

POPULAR QUICK-SERVICE RESTAURANT  
FRANCHISE - MONTROSE, CO  
REVENUE: \$1,124,077  
PRETAX: \$250,383  
PURCHASE PRICE: \$975,000  
LOCATION: MOUNTAIN STATES  
CODE: 11654-I

## Seeking Financing

Specialty retail store established 10+ years. Located on 3.5 choice acres, the 50,000+ square foot building was designed with this business in mind. However, property could easily be converted to other types of retail/commercial use. The business has been profitable every year since its founding! Over the past four calendar years sales have remained fairly consistent, ranging from \$2.2-\$2.4 M+. The store is located on a major highway, near a busy interstate exit in eastern Indiana. It serves multiple counties in Indiana and Illinois  
SIC:5712 Code:11659-I

This very profitable business is a well established supermarket providing friendly personal service supplying all the household necessities with many extras including a popular hot and cold food department, complete deli and produce section along with catering services. With over 5000 sq. ft. and more than 23,800 SKUs, this business is much more than a hyper-convenience store while less than your traditional supermarket. The ideal buyer will have experience in this type of retail business and/or have a food preparation background. An owner/operator will generate additional cash flow since the seller operates the business semi absentee. The business has an excellent location with minimum competition.  
SIC:5141 Code:11658-I

This small town "supermarket" located in Southern Colorado. has a long history of profitability as it has been in business over 60 years. The supermarket has continued to be very profitable throughout the national recession. Adjusted Profit for the first eight months of 2011 is \$129,047 (which is 7.9% more than 2010's same period). The store is very well-positioned in its territory with almost no competition. This region of Colorado is breathtakingly beautiful, popular with tourists, and offers many amenities for quality of life. Highlights include key employees in place, real estate included in the sale, serves a wide territory of shoppers, and a loyal customer base. Industry experience is not necessary, but would be helpful. This business should make an appealing acquisition to a wide variety of buyers who are interested in making money and living a high quality, peaceful lifestyle away from big city problems. Real estate, valued at \$370,000 (subject to appraisal) is included in the total purchase price. Down payment assumes a new SBA-guaranteed loan.  
SIC:5411 Code:11657-I

This full-service home center store offers well known national brands as well as its own private labeled brands. They are the independent hardware leader in several key categories – paint, lawn & garden, patio furniture & outdoor living, hardware, plumbing and garden center. Take advantage of the strong reputation the owner has earned in the community and build on the existing loyal customer base. This is truly a state of the art stand alone hardware store with ample retail space, an indoor drive-thru lumber yard and outdoor garden center.  
SIC:5251 Code:11656-I

This is the number one franchise in the quick serve restaurant (QSR) segment, with over 50 years of proven success. Franchisees enjoy one of the most successful franchise businesses with one of the lowest turnover rates in the industry. With minimal competition and a proven track record, we believe this would be an excellent acquisition opportunity and would make an attractive candidate for someone with food industry experience or a business background wanting to join the leader in this lucrative market segment. There are multiple locations available for a qualified Purchaser.  
SIC:5812 Code:11654-I

## Retail

POPULAR QUICK-SERVICE RESTAURANT  
FRANCHISE - WOODLAND PARK  
REVENUE: \$1,049,733  
PRETAX: \$131,860  
PURCHASE PRICE: \$384,000  
LOCATION: MOUNTAIN STATES  
CODE:11653-I

## Other

AGGREGATE SUPPLIER &  
INFRASTRUCTURE (ROAD, BRIDGE,  
CONCRETE UNDERGROUND UTILITY)  
RESIDENTIAL & COMMERCIAL  
CONTRACTOR  
REVENUE: \$15,000,000  
PRETAX: \$2,500,000  
PURCHASE PRICE: CONFIDENTIAL  
LOCATION: WEST COAST  
CODE: 11651-I

RESORT - CONFERENCE CENTER - MOTEL,  
CABINS, RV PARK - 100-ACRE LAKE  
REVENUE: \$2,250,109  
LOCATION: CENTRAL SOUTHERN  
CODE: 11652-I

HAMPTON INN - PRICE REDUCED!  
REVENUE: \$1,300,000  
PURCHASE PRICE: \$4,195,000  
LOCATION: MIDWEST  
CODE: 11650-I

THERAPY SERVICE AGENCY  
REVENUE: \$1,550,317  
PRETAX: \$279,642  
LOCATION: MIDWEST  
CODE:11634-I

## Acquisitions Available

This is the number one franchise in the quick serve restaurant (QSR) segment, with over 50 years of proven success. Franchisees enjoy one of the most successful franchise businesses with one of the lowest turnover rates in the industry. With minimal competition and a proven track record, we believe this would be an excellent acquisition opportunity and would make an attractive candidate for someone with food industry experience or a business background wanting to join the leader in this lucrative market segment. There are multiple locations available for a qualified Purchaser.  
SIC:5812 Code:11653-I

The Company was established in 1972, employs nearly 150 people, and owns nearly 350 acres of land. The fair market value of tangible hard assets (excluding quarries, asphalt, and concrete plant) exceeds \$17 million. The Company has 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's work includes road building, asphalt paving, underground utilities, bridge construction, airport expansions, office complexes and metal buildings, slurry sealing, and hot applied crack sealing. 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:11651-I

This Retreat covers almost 400 acres with relaxing trails, full-service restaurant with 56 years of profitable operations. Plenty of undeveloped area around spring-fed lake for future development. Surrounded by pine timber. Third generation owners would like to step back a little and let a purchaser with a larger balance sheet to really take it to the next level it deserves.  
SIC:7011-11 Code:11652-I

This busy, recently renovated limited service franchise hotel is located off a major interstate in central Indiana at a well-populated exit. It is up to date with all necessary improvements. PIP for a new owner is expected to be approximately \$200,000. There are less than 65 rooms in this 3-story interior corridor hotel with meeting facility and pool / whirlpool. It is close to Indianapolis, Indiana and located in a vibrant community. There are several large employers (manufacturing, hospital, university, entertainment, etc) and a strong business community. The Real Estate is owned by the Seller. The facility is located on 1.99 acres of land. The Seller is selling the Real Estate at fair market value. Also listed is a 2 acre lot in front of the hotel for \$400,000. An assumable SBA Loan is available. SIC:7011  
Code:11650-I

This is a well established business with strong current cash flow and huge potential for growth. This independent agency provides comprehensive therapy services to a niche base of customers. It has strong relationships with governmental agencies and is well positioned for growth with recent state regulatory changes. This is a great opportunity for a hands-on owner / operator to build upon a strong infrastructure. The company is exceptionally well positioned to sustain significant future revenue growth.  
SIC:8322 Code:11634-I

## Transportation

DRY VAN CARRIER OPERATING IN 11  
WESTERN STATES  
REVENUE: \$38,000,000  
PRETAX: \$2,200,000  
PURCHASE PRICE: \$8,000,000  
LOCATION: WEST COAST  
CODE:11694-I

TRUCKING COMPANY  
REVENUE: \$15,000,000  
PRETAX: \$1,900,000  
PURCHASE PRICE: \$5-6,000,000  
LOCATION: MIDWEST  
CODE:11693-I

## Seeking Financing

COMPANY ORIGINATES & PROCESSES  
REAL ESTATE MORTGAGE LOANS  
REVENUE: \$9,685,496  
PRETAX: \$1,435,362  
PURCHASE PRICE: CONFIDENTIAL  
LOCATION: MOUNTAIN STATES  
CODE:11695-I

## Acquisitions Available

The Company is a dry van contract carrier operating throughout the 11 western states and Texas. They primarily transport finished goods for the retail industry. Food/grocery, hardware, apparel, and paper products are their main commodities. They do not haul any refrigerated goods. The Company has a total fleet of approximately 240 tractors and 580 trailers and utilizes company drivers, lease operators, and owner operators. Book Value Assets = \$12.6M. Fair Market Value Assets = \$20.4M. Total Liabilities = \$15.1M.  
SIC:4200 Code:11694-I

The company is based in the Midwest, owns approximately 80 tractors and 260 trailers, and is a general commodity motor carrier principally transporting aluminum, steel, machinery, lighting products, and other general commodities, with a niche specialty transporting over length aluminum destined for the commercial aircraft industry both in the US and the UK. All members of the current management team would like to remain with the company. The selling shareholders, who are full time and active in the daily operations, would also be willing to remain and operate the company after a sale. Fair market value of assets to be acquired = \$7.96M. Liabilities to be assumed as part of the purchase = \$1.9M.  
SIC:4200 Code:11693-I

The purpose of this business plan is to raise a minimum of \$1MM to \$2MM for the further development of an already established and successful mortgage banking firm. This investment amount will be held in a CD and interest will be paid by the Company on top of the bank interest from the CD. In addition to this investment of net capital, the Company is open to offering various levels of equity in the Company. The Company is an Arizona based corporation that provides residential lending products to customers in its targeted markets. The Company was founded in 2003 as a broker licensed in Arizona. Today, the Company is a mortgage banker employing over 120 employees and produced over \$162MM in annual production in 2009. The primary revenue stream for the Company comes from the closing of loans for residential properties. The Company's secondary income stream comes from the interest generated on held loans until they are sold to the secondary market.  
SIC:6162 Code:11695-I

ACQUISITION OF BANK BY FINANCIAL  
SERVICES COMPANY  
REVENUE: \$6,200,000  
PRETAX: \$800,000  
PURCHASE PRICE: \$10-20,000,000 RANGE  
LOCATION: MIDWEST  
CODE:11633-I

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 subprime losses Bank owns branch location real estate Acquisition integrates with all current activity  
SIC:738909 Code:11633-I

OIL AND GAS INVESTMENT  
REVENUE: \$1,000,000,000  
PRETAX: \$122,000,000  
PURCHASE PRICE: \$10-15,000,000  
LOCATION: SOUTHWEST  
CODE: 1696-I

The Company is an oil exploration and production company (E&P) seeking a debt or equity investment of \$5MM initially + \$10MM final stage for crude oil extraction of a large, proven oil field in Texas. Engineering data confirms that the current value of oil in place in the sought-after reserve exceeds \$6B. 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 \$6B. Initial \$5MM investment will fund pilot project while additional \$10MM 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:11696-I

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