

Issue #79

RIGGS-ALLEN[®]

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REPORT

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

Acquisitions Available

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

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RIGGS/ALLEN® REPORT AT A GLANCE

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Manufacturing

CYLINDRICAL FABRICATION EQUIPMENT
MANUFACTURER
REVENUE: \$6,200,000 PROJ 2010
PRETAX: \$1,100,000 PROJ 2010
PURCHASE PRICE: \$NEGOTIABLE
LOCATION: WEST COAST
CODE:11359-I

USA/CHINA MANUFACTURER OF
ELECTRICAL TABLE TOP PRODUCTS
REVENUE: \$114,314,000
PRETAX: \$2,006,000
PURCHASE PRICE: \$0
LOCATION: SOUTHEAST
CODE: 11350-I

Acquisitions Available

Founded in 1909 as a contract machine shop and reorganized in the mid 1950's as a contract manufacturing company, this company has become a leading manufacturer of its products. Beginning in 2003 under new ownership the Company has prospered and grown with new controlled infrastructures put into place. Today the Company manufactures high speed, automated welding and forming equipment for the steel container industry, serving the domestic appliance, oil and chemical industries. The Company through its products and services is the number one in the industry and by which others set their standards. The Company boasts an outstanding management and staff with considerable years of experience expertise and long term employment with the Company. Growth opportunities are achievable in this fragmented industry with its present customers and potential new customers worldwide. Excellent opportunity to acquire custom manufacturing company with tremendous growth opportunities and exceptional branded custom product lines which can be expanded with the development of new markets with its existing products.
SIC:3500 Code:11359-I

Headquartered in the US with a factory in China, the Company designs, manufactures, and exports "table top" 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. The Company is presently manufacturing for approximately 65% of the major industry brands and rapidly gaining market share. 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. • 30+ Years Experience in Asia – Over A Decade on Designing and Manufacturing Quality Household Appliances • Manufactures One Out of Every Three Roaster Ovens Sold in the US • 95% Repeat Business Annually is a Testament to Customer Loyalty • Export Markets Include US, Canada, Mexico, Central & South America • Operates from Six Main Buildings Totaling 330,000 Square Feet • Growing Family Owned Business (Parents Retiring) with a Solid Management Team in Place and Tremendous Growth Opportunities. The Company manufactures "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 60% to 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. Projections for FY 10/11 is \$19.7M with EBITDA of \$3.2M; FY 11/12 is \$25.8M with EBITDA of 4.5M.
SIC:3500 Code:11350-I

Manufacturing

CELL PHONE REFURBISHER/
REMANUFACTURER
REVENUE: \$13,000,000.
PRETAX: \$1,150,000.
PURCHASE PRICE: \$5,100,000.
LOCATION: SOUTHWEST
CODE: 11352-I

PRECISION ELECTRONIC COMPONENTS
MANUFACTURER
REVENUE: \$10,500,000.00
PURCHASE PRICE: \$
LOCATION: MOUNTAIN STATES
CODE: 11348-I

MANUFACTURER OF INDUSTRIAL AND
AGRICULTURAL TRAILERS
REVENUE: \$9,500,000
PRETAX: \$950,000
LOCATION: MIDWEST
CODE: 11361-I

SPECIALTY ALUMINUM MOLD FABRICATION
& MFG. SERVICES. CO.
REVENUE: \$9,323,000
PRETAX: \$2,700,875
LOCATION: MIDWEST
CODE: 11360-I

METAL FINISHING COMPANY
REVENUE: \$3,257,850
PRETAX: \$1,117,170
LOCATION: MOUNTAIN STATES
CODE: 11356-I

CUSTOM UNIFORM MANUFACTURING
REVENUE: \$2,300,000
PRETAX: \$300,000
LOCATION: MOUNTAIN STATES
CODE: 11355-I

Acquisitions Available

Established re-manufacturer of many major brands of popular cell phones. Facilities in the USA in Texas and also in China. ISO 9001:2000 Certified. Has contracts with service providers and OEMs. Owner wishes to remain on to help drive growth plans. Reply by e-mail. Buy Side Fee.
SIC:36610000 Code:11352-I

This company is a leading U.S. manufacturer of high-performance magnetic components for the global Original Equipment Manufacturer electronics marketplace. It particularly profits from its business with long-time customers in three vast electronic equipment marketplaces: medicine, defense and test & measurement. The company has a 40+ year track record, and most customer relationships exceed 10 years (some exceed 35 years). The company is the only manufacturer in its category of products to achieve the highest level ISO quality certifications for medical products and one of very few for defense products. The company focuses on manufacturing non-standard niche products, which require faster service, generate higher margins and cannot be effectively manufactured in Asia. The company has four facilities in the Northeastern U.S., and one in Mexico through a Maquiladora operator.
SIC:6795 Code:11348-I

Operating for 20+ years, the Company is a leading manufacturer of specialized trailers used extensively in the industrial, construction, and agricultural industries. The Company sells its products nationwide through an extensive network of exclusive authorized dealers. The trailers are made primarily from steel out of a 63,600 sq. ft. facility. The Company is known for their quality standards, short lead times, and their diverse capabilities. They have an excellent management team willing to remain after a sale as well as a skilled labor force.
SIC:3999 Code:11361-I

This niche manufacturing services company averaged over \$1.5M in annual EBITDA for the most recent 8 years. 2010 EBITDA projected at near \$2.7M. This Midwest ISO 9001:2008 CERTIFIED company provides "one-stop" product development & production services for the manufacture of aluminum injection molds. It rapidly designs & builds hardened aluminum molds for customers needing low- or high-volume injection "shot" requirements, then produces & delivers the injected parts—all from the same location.
SIC:3490 Code:11360-I

Company offers superior metal-coating services primarily to the aerospace industry. The metal finishing includes Type I, Type II, and Type III anodize-coating services. Other services include advanced masking services, chemical film coatings, stainless steel passivation, non-destructive testing and painting services. This niche metal service company has solid name recognition with strong year-round demand with major OEM accounts. Their high-quality work has earned the designation for NADCAP certification.
SIC:6797 Code:11356-I

This company serves the needs of numerous casinos, supermarkets, delivery services, hotels, organizations, and businesses that want good quality, stock or custom uniforms at reasonable prices. Company has modest office, few assets, and the bookkeeper, salesman, owner and wife are independent contractors. All embroidery, cutting, sewing, and silk screen work is out-sourced. Key to success is repeat business and loyal suppliers. The Company serves customers nationwide. The owner will stay up to two years as needed for a smooth transition. SIC:6889 Code:11355-I

Manufacturing

ESTABLISHED VAPORIZER
MANUFACTURING AND DISTRIBUTION
BUSINESS
REVENUE: \$1,837,000
PURCHASE PRICE: \$500,000
LOCATION: MIDWEST
CODE: 11354-I

SIGN DESIGN-MFG-INSTALL RETAIL-COM-
MERCIAL
REVENUE: \$1,603,070
PRETAX: \$811,462
PURCHASE PRICE: \$2,400,000
LOCATION: WEST COAST
CODE: 11353-P

COMMERCIAL SIGN MANUFACTURER
REVENUE: \$1,282,500
PRETAX: \$208,000
LOCATION: MOUNTAIN STATES
CODE: 11351-I

NICHE MANUFACTURING
REVENUE: \$1,112,714
PURCHASE PRICE: TBS
LOCATION: MOUNTAIN STATES
CODE: 11349-I

CUSTOM TOOL MANUFACTURER
REVENUE: \$1,050,000
PRETAX: \$213,000 PURCHASE PRICE:
\$1,100,000
LOCATION: ALL
CODE: 11347-I

CONTRACTED WOOD PRODUCTS
MANUFACTURER REVENUE: \$1,025,000
PRETAX: \$278,000 PURCHASE PRICE:
\$990,000 LOCATION: NORTHEAST
CODE: 11346-I

DIGITAL RE-SAMPLING (SCALING) TECHNOL-
OGY
REVENUE: \$
PRETAX: \$
PURCHASE PRICE: \$
LOCATION: MOUNTAIN STATES
CODE: 11344-I

Acquisitions Available

Manufacturer and distributor of waterless vaporizers, dehumidifiers, air purifiers and aromatherapy units for homes and auto marketplace. The sales of \$1,837,000 and discretionary earning of \$119,463 are reflected from 2005. The asking price of \$500,000 includes \$89,000 worth of equipment, \$312,000 worth of inventory at cost and \$400,000 worth of patents, licenses, UL certifications and trademarks. Mature industry with small group of competitors. Company recently received an order commitment from a nationally based distribution association.
SIC:38 Code:11354-I

Established for over 30 years, this company offers interior and exterior sign manufacturing, design, construction, and installation. In addition, the company performs service and maintains and long term maintenance contracts, parking lot lighting service, and construction and design of interior and exterior signs. The company is experienced in Casino sign construction and maintenance, apartment signage and LED message centers. Despite a downturn of Gross Sales in 2009, this company has maintained excellent cash flow in recent years.
SIC:7389-38 Code:11353-P

Designs, fabricates & installs signage & graphics. Provides light parking maintenance services, resells parking maintenance & traffic supplies. Dominant presence in the parking signage segment. Long term, loyal employees. Well known in the office building signage arena. Excellent contacts with trade organizations: BOMA and NPA. Current signage service for retail and restaurant segment and general contractors in the region is underserved, providing a superb market opportunity for the Company.
SIC:6807 Code:11351-I

Well-established business with 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.
SIC:2499 Code:11349-I

Well established custom machine tool manufacturer with some patented products. Owner is absentee and wishes to fully retire. Good add on prospect or ideal for individual with some industry experience. Many systems computerized, especially the quote software. Large present and past customer list. Ripe for acquisition since it has been on autopilot for 5 years
SIC:3545 Code:11347-I

This unique company has discovered a niche in the wood products market that is not subject to competition from overseas firms. All revenues are under long term contracts, most of which are 15 + yrs old. Production per employee is extremely high as there are only 3 employees. The plant operates at only about 30% of capacity and thus has significant upside. This business could be relocated although that is not the owners desire. This is a very attractive opportunity given the guaranteed revenue stream, limited personnel, upside potential and simplicity of operations.
SIC:2499 Code:11346-I

In any digital remote sensing application, the resolution of the captured data is limited by either physical or economic factors. In medical MRI scans for example, resolution is limited by the strength of the magnetic energy source and the exposure time. In digital cameras, the resolution is limited by the number of pixels in the CCD imaging array. This technology permits the generation of higher resolution digital data from existing data capture systems. The high degree of mathematical accu-

Manufacturing

DIAGNOSTIC RETINAL IMAGING
PRODUCT
REVENUE: \$
PRETAX: \$
LOCATION: MOUNTAIN STATES
CODE: 11345-I

Acquisitions Available

racy and provable retention of signal characteristics mean that the re-sampled data maintain high fidelity to the analog phenomenon being sampled. In addition to providing significantly improved visual images, this technology significantly reduces risk in decision making based on digital imaging.
SIC:6971 Code:11344-I

Company has developed a portable and rugged, handheld retinal fundus camera combined with sophisticated patent pending software designed to allow users to quickly and easily capture diagnostic quality retinal images. By utilizing patent pending technology, the system automatically analyzes images from the camera in real time, and automatically captures high quality images without requiring the operator to physically depress a shutter. The camera provides a precise retinal image useful for diagnosing diabetic retinopathy (DR) and other retinal disorders. DR can be effectively treated when diagnosed early on; however, a large segment of the global population does not receive periodic retinal examinations either due to economics or geography. The retinal camera is a low cost multi-functional alternative to the expensive, stationary ophthalmology equipment used today. Product portability and rugged construction allows for use in non-specialized settings such as routine doctor visits in the U.S., a clinic in developing countries, or a traveling physician.
SIC:7011 Code:11345-I

Distribution

LEADING WOODWORKING PRODUCT
SUPPLIER
REVENUE: \$29,000,000
PRETAX: \$1,500,000
LOCATION: MOUNTAIN STATES
CODE: 11337-I

Acquisitions Available

Company Overview • Wood (the "Company") is one of the largest specialty woodworking product suppliers in the United States. Headquartered in Wyoming, Wood has been servicing end users in the commercial and consumer woodworking industry since 1972. The Company markets a comprehensive range of woodworking tools, hand and power tools, abrasives, accessories, and other supplies used in woodworking operations. The Company has only a small share of the fragmented \$8 billion woodworking market, which leaves substantial opportunities to grow its market share. • The Company offers superior product selection compared with its competitors, exceptional availability and delivery, and superior technical support compared with both national and local suppliers. • The Company has a diverse customer database of 2.8 million names including approximately 150,000 active buyers. Wood is focused on small and medium sized commercial/industrial woodworking customers. Wood uses a multi-channel marketing approach to reach its broad customer base including: (1) an aggressive direct marketing strategy featuring catalogs, email, and campaign telemarketing; (2) a leading-edge website; (3) a highly trained tele-sales force; (4) a decentralized field sales force. • About one-fifth of the Company's product line is vertically-integrated, with in-house design, repackaging, manufacturing, and assembly capabilities for about 5,000 proprietary or private label products encompassing 50 sub brands. Some of the Company's private label brands have grown to have similar name recognition as that of some of woodworking's oldest and most trusted brands.
SIC:5072 Code:11337-I

PETROLEUM MARKETER — BRANDED C-
STORES AND FUEL DISTRIBUTOR
REVENUE: \$21,000,000
PRETAX: \$2,700,000
LOCATION: MOUNTAIN STATES
CODE: 11334-I

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 * Very attractive state tax domain * Located on Interstate highway; major national transport route * Long-tenured, qualified

Distribution

E-COMMERCE - 6 WEB STORES -
INDUSTRIAL MANUFACTURER
REVENUE: \$15,411,863
PRETAX: \$657,631
LOCATION: SOUTHEAST
CODE: 11333-I

LOCKER-SHELVING DISTRIBUTOR
REVENUE: \$5,600,000
PRETAX: \$675,000
LOCATION: MOUNTAIN STATES
CODE: 11341-I

DISTRIBUTOR OF FOOD SERVICE
EQUIPMENT FOR RESTAURANT &
HOSPITALITY INDUSTRY
REVENUE: \$5,095,025
PRETAX: \$356,635
LOCATION: WEST COAST
CODE: 11340-I

WHOLESALE ELECTRICAL DISTRIBUTER
REVENUE: \$5,000,000
PRETAX: \$150,000
LOCATION: ALL
CODE: 11339-I

Acquisitions Available

management team* Prime retail locations; well established as a market leader* Stable gross profit margin* Resource-rich area hosts a strong energy industry
Note: Gross profits are up 24% in 1st half 2010 over same period 2009. EBITDA is up 150% in 1st half 2010 over same period 2009, with an annualized run rate of over \$800,000. Established: 1958
Employees: 14 FT; 36 PT
Facilities: 7 locations; for purchase or LT lease
Business Format: Subchapter S Corporation
Reason for Sale: Retirement
SIC: 5541 Code: 11334-I

Internet distributor for hand and power tools. 6 different web stores, 79 separate domain names. Industrial manufacturer for cutting tools. Relocatable. Forty-seven years of building intellectual successful businesses. Key employees average over 30 years with the business. Management will stay. Majority owner is absentee, owns several other businesses, lives in adjacent state. Growth market is huge; recapitalization is needed to match potential. Structure of transaction is open for a strategic and/or qualified party with appropriate experience and resources. Real estate can be included which includes approximately four acres housing a facility with 25,000 square feet under roof.
SIC: 5961-04 Code: 11333-I

This value-added distributor has enjoyed steady profitability and growth for more than 50 years. The Company has earned and continues to build upon their outstanding reputation for high quality products and on time installation services; it has never been found lacking in performance. The diverse customer base includes schools, hospitals, police stations, clubs, hotels, and general contractors. The Company has sustained working histories of over 35 years with 2 locker suppliers. The owners currently spend only three days per month at the business, moving toward full retirement; the president has been with the Company 10 years and is happy to continue on after an acquisition.
SIC: 7019 Code: 11341-I

The company specializes in food service equipment for the restaurant and hospitality industry. They provide complete design and engineering packages, either in conjunction with the customer, his or her architect, or food service consultant. 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's experience and reputation in this industry are its major assets. They have been able to complete projects on time, thus assuring that customers and other suppliers on the project can complete their segments on time. They have an excellent centrally located facility, allowing service to all of Southern California. They are a member of a buying group that allows more competitive pricing. The company enjoys 50% repeat customers.
SIC: 504603 Code: 11340-I

This company is a full-line wholesale electrical distributor serving contractors, designers, architects, builders and other decision-making personnel in the MRO (maintenance, repair and operations), property management and new construction industries. The company is located in a large metropolitan area, has multiple facilities (including a modern lighting design showroom) and is aligned with top-name manufacturers. While recently impacted by the difficult economy and reduced construction, management believes they have weathered the worst and are well positioned to resume strong historical performance with a variety of new growth opportunities as the economy returns to health.

Distribution

50 YR OLD POWER EQUIPMENT DEALER
REVENUE: \$6,000,000
PRETAX: \$250,000 PURCHASE PRICE:
\$925,000 LOCATION: ALL
CODE: 11358-I

PRODUCT AND LITERATURE FULFILLMENT
AND E-COMMERCE SOLUTIONS COMPANY
BASED IN NEW ENGLAND
REVENUE: \$2,400,000
PRETAX: \$500,000
PURCHASE PRICE: \$2,000,000
LOCATION: NORTHEAST
CODE:11335-I

ARTIFICIAL FLORAL, DECORATIONS AND
ACCESORIES IMPORT/WHOLESALERS
REVENUE: \$1,000,000
PRETAX: \$300,000
PURCHASE PRICE: \$600,000+INV
LOCATION: WEST COAST
CODE:11332-I

AVIATION SERVICES DEFENSE
CONTRACTOR
REVENUE: \$38,000,000
PRETAX: \$5,300,000
LOCATION: MOUNTAIN STATES
CODE:11388-I

Acquisitions Available

SIC:6962

Code:11339-I

Established 50 yr old equipment dealer with premier brands. Staff is well trained and loyal. Owner is retiring. Sells to a wide region. Customer base is very loyal. Seller will help finance. Price includes real estate, service equipment, fixed assets and goodwill. Business has had historical profits over \$600k on sales of \$7.3M. Ideal for sales oriented buyer or another equipment dealer.
SIC:5261 Code:11358-I

The Company's fulfillment solution for the industries they serve is truly unique, providing its customers with the latest database and internet technologies for order entry, warehousing & fulfillment, inventory control and online reporting and database management. Their clients can enjoy the knowledge that their orders are being handled efficiently and cost effectively, and they can view the effectiveness of their fulfillment programs via the industry's most comprehensive online database and reporting system available. The Company's E-Commerce Fulfillment Services is the perfect turnkey blend of all e-commerce operations, including front end online store creation, hosting and maintenance, along with order processing, credit card capture and verification, all integrated with the back-end activities of product storage and fulfillment, inventory management and online, real time reporting. In short they make it easy for their customers to be profitably involved with e-commerce. They offer; Warehousing & Distribution E-Commerce Order Processing Inventory Management Online Database Management & Reporting Data Capture (including inbound telemarketing 24/7 & 3rd party vendor printing (in-house & 3rd party vendors)
Code:11335-I

This Business was established over 20 years ago by the same owners. They import a variety of artificial Plants, flowers, crafts, Giftcards, Dolls..wholesales to public. The Company has done No advertising and has no Website. Gross sales have increased from end of 2009. So far the gross sales from Jan-August 2010 have reached \$980k. Open 5+1/2 days per week. It is a simple operation. Asking price: \$700k. (Cash buyer only, this Business is NOT qualified for SBA). Great potential for New Owner Who is willing to improve the business by adding websites and sell thru Internet. Sellers will stay with new owner for reasonable period to secure the smooth transaction and might stay as part time as consultant, if needed. Cash Buyer only, please.
Code:11332-I

This firm is widely recognized for its unmatched ability to provide military-trained pilots, qualified in both fixed-wing aircraft and helicopters, typically with 20+ years of experience and more than 8,000 hours of flight time, and with a security clearance (usually Top Secret) principally to US government customers. These pilots are primarily performing intelligence, surveillance and reconnaissance operations in the Middle East. Additionally, the Company provides pilot training and certification, testing and analysis of aircraft modifications, flight testing, and other engineering and program management support services. The Company has experienced dramatic growth in revenues and earnings each year since its inception over ten years ago, and management expects continued growth for the foreseeable future.
SIC:6964 Code:11388-I

Service

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: 11389-I

ENGINEERING & STAFFING SERVICES
REVENUE: \$29,734,994
PRETAX: \$3,517,085
LOCATION: SOUTHEAST
CODE: 11385-I

TRUCKING COMPANY
REVENUE: \$15,000,000
PRETAX: \$1,900,000
PURCHASE PRICE: \$5.6MM + \$1.9MM IN
DEBT ASSUMPTION
LOCATION: MIDWEST
CODE: 11377-I

COMMERCIAL SUBCONTRACTOR
REVENUE: \$14,700,000
PRETAX: \$1,893,723
LOCATION: MOUNTAIN STATES
CODE: 11376-I

OIL FIELD SERVICE COMPANY
REVENUE: \$11,000,000
PRETAX: \$4,300,000
LOCATION: MOUNTAIN STATES
CODE: 11374-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:11389-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.
Code:11385-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:11377-I

In business since 1993, this subcontractor provides drywall and exterior services and is one of only two subcontractors within its region to handle extremely large commercial jobs. Timely/accurate bids and superior work have resulted in lasting relationships with more than 25 general contractors and a project backlog in excess of \$9 million. Knowledgeable workforce of 100 and the Company's location in a region of explosive commercial growth have contributed to the firm's ability to increase annual revenue each year. Projects are billed each month on a percent-completed basis. Key employees could assume owners' duties.
SIC:6966 Code:11376-I

This company was formed in 2006 to serve O & G operators in southern states. The Company has been profitable since inception because of the expansion of oil and gas exploration, and the extensive transportation background of the management team. This has resulted in its impressive safety record and a reputation for competitive rates and minimum move times. It has been the carrier of choice by numerous operators for the past three years. The Company has moved over 650 rigs since startup. Its fleet consists of 28 Peterbilt Trucks and 5 CAT950 Wheel Loaders
SIC:7038 Code:11374-I

Service

MEDICAL TRANSPORT SERVICE
(AMBULANCE SERVICE) NON EMERGENCY
REVENUE: \$6,300,000
PRETAX: \$1,000,000
PURCHASE PRICE: \$5,000,000
LOCATION: NORTHEAST
CODE: 11392-I

AIRCRAFT SERVICE, STORAGE & TESTING
REVENUE: \$5,408,400
PRETAX: \$500,000
LOCATION: MOUNTAIN STATES
CODE: 11391-I

COMMERCIAL HVAC SUPPLIER/INSTALLER
REVENUE: \$4,000,000
PRETAX: \$200,000
LOCATION: MOUNTAIN STATES
CODE: 11357-I

TRANSPORTATION & DUMPSITE
MANAGEMENT CO.
REVENUE: \$4,990,000
PRETAX: \$1,300,000
LOCATION: WEST COAST
CODE: 11390-I

PRIVATE THERAPEUTIC RESIDENTIAL
SCHOOL WITH EQUESTRIAN CENTER FOR
TROUBLED TEENS
REVENUE: \$3,100,000
PRETAX: \$900,000
PURCHASE PRICE: \$10,000,000
LOCATION: NORTHEAST
CODE: 11386-I

Acquisitions Available

The Company has provided safe, professional and timely medical transportation twenty - four hours a day, seven days a week for hospitals, nursing homes and health care related facilities for 30 years. Excellent market with aging baby boomers, strong demand for its services from existing customer base, and potential for new geographic growth with new areas to expand into. Current direct competition is weak. Their successful and controlled growth over the years is a direct result of attention to the needs of their clients, system implementation, fleet expansion, selective quality staffing and their uncompromising commitment to quality of care and service. The Company has never done any real sales and marketing and has not moved into other geographic areas.
SIC:4119 Code:11392-I

Established, highly respected company providing aircraft flight testing, maintenance and storage services to both the civil aviation and military markets. The company has a track record of successfully completing challenging flight test projects for military and civilian customers, ensuring it continues to be a preferred subcontractor for future projects. Aircraft-storage revenue is expected to increase in response to the global economic slowdown. Aircraft maintenance and modification of older aircraft to ensure conformance with stringent noise, safety and efficiency requirements will remain a significant revenue source into the foreseeable future.
SIC:7006 Code:11391-I

Full-service commercial and industrial heating, ventilating and air conditioning company. In business 23 years, recognized as 1 of top 5 HVAC companies in the state. Most receivables paid within 60 days, one incidence of beyond 90 days. Owner plus 2 employees have Masters licenses & 1 more in process. Company operates 4 days per week with enviable lifestyle benefits. Growth opportunities available in commercial maintenance and service and in residential installation and maintenance. An impeccable reputation coupled with timely and quality work has led to the Company's continued growth and success with steady repeat customer base and ample referrals.
SIC:6803 Code:11357-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:11390-I

Private residential therapeutic school for teenagers is managed by highly skilled licensed healthcare professionals, who have a broad range of experience and expertise. The school offers course correction self-esteem building programs designed to change the directions of the teen's life, and help transition them back to their respective families, schools, therapist, and educational consultants. The teenagers range in age from 13 - 18. It is a rural facility nestled in a densely wooded region of the east coast. The property is very desir-

Service

Acquisitions Available

CONSTRUCTION EQUIPMENT RENTAL & SALES

REVENUE: \$2,933,797
PRETAX: \$860,419
LOCATION: MOUNTAIN STATES
CODE: 11384-I

COMMERCIAL OIL FIELD WASTE DISPOSAL

REVENUE: \$2,675,000
PRETAX: \$1,825,000
LOCATION: MOUNTAIN STATES
CODE: 11336-I

TELECOMMUNICATIONS SERVICE PROVIDER

REVENUE: \$280,1527
PURCHASE PRICE: \$TBS
LOCATION: MOUNTAIN STATES
CODE: 11383-I

HVAC AND MECHANICAL CONTRACTOR

REVENUE: \$2,654,355
PURCHASE PRICE: \$1,245,000
LOCATION: MOUNTAIN STATES
CODE: 11382-I

able, and is situated on 350 acres of private fields and woodlands. The Equestrian center is part of the offering and beautifully supports the students' exploration of nature. Company offers an acquirer a unique opportunity on the following value drivers: Expertise in this growing sector of the health industry Ability to offer families and teens a high success rate State of the art facility, security and plant Highly skilled and dedicated workforce Private and state approved school
Code: 11386-I

This full service dealer specializes in the rental, sales and service of tower cranes, forklifts, telehandlers and excavation equipment. Many different brands are represented and have exclusive territories. Over 50 pieces of major equipment are currently in use. Over 500 customers are served who are primarily involved with commercial construction. Revenue comes primarily from sales (45%) and rental (30%). The market experienced substantial growth through 2007 but has reflected the economic decline of 2008 & 2009. The business is operated through two entities, both of which will sell their assets. Experienced management personnel are in place.
SIC: 6950 Code: 11384-I

This company serves an impressive list of oil & gas companies operating in a natural gas-rich region of the Rocky Mountains. The company hauls (under standing agreements) fresh and produced water to and from the field and disposes of produced (and other) wastewater in a company-owned and permitted evaporation facility. The company has an excellent reputation, is in an area of increasing oil & gas exploration, and has substantial resources and acreage to continue as a profitable and growing business. The owners are flexible and willing to consider a sale of the evaporation facility by itself with an agreement whereby they would continue to provide trucking services and/or manage the facility.
SIC: 6916 Code: 11336-I

This well established company specializes in the installation and maintenance of complex telecommunications systems across Colorado's Front Range. It has designed voice, data, and converged platforms and networks for more than a thousand customers, including small- to medium-sized businesses, school districts, and government agencies. The owner is phasing into retirement and ready to turn the reins over to an astute entrepreneur looking to take this established business to the next level.
SIC: 7629 Code: 11383-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. SIC: 1711 Code: 11382-I

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Listing

Listing Categories

_____ Acquisitions Available:

_____ Acquisitions Wanted:

_____ Financing:

Type of Company

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_____ Distributor/Wholesaler:

_____ Service:

_____ Retail:

_____ Other (Please Specify): _____

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Service

PLUMBING/HVAC CONTRACTOR: CASH
FLOW RICH WITH GROWTH RECORD
REVENUE: \$2,650,000
PRETAX: \$625,000
PURCHASE PRICE: \$1,695,000
LOCATION: NORTHEAST
CODE: 11381-I

DISTRIBUTOR OF PREPAID INCENTIVE
CARDS REVENUE: \$1,869,208
PRETAX: \$1,344,627
LOCATION: MOUNTAIN STATES
CODE: 11380-P

FINANCIAL INFORMATION PROVIDER
REVENUE: \$1,800,000
PRETAX: \$150,000
PURCHASE PRICE: \$1,000,000
LOCATION: WEST COAST
CODE: 11379-P

ADMINISTRATIVE SERVICES PROVIDER
REVENUE: \$1,712,000
PRETAX: \$000,000
PURCHASE PRICE: \$449,000
LOCATION: MIDWEST
CODE: 11378-I

Acquisitions Available

This plumbing/HVAC business has been in operation for 15+ years with a superb reputation. The company's target market is primarily residential services – with its recurrent revenue streams - while the commercial business is only 10% of revenue. The company has weathered several cycles in the general construction industry over the years, but has withdrawn from the construction end of the business and only focused on service now. The company acquired franchise rights, which have shown significant upside potential, as a matter of fact, recurring service revenues have tremendously grown throughout the past 3 years. The seller's discretionary cash flow for this service business remains very strong. The business is attractively priced, 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 vehicle debt to be assumed; plus, 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 80%, on an after-debt service basis! The owner 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, preferably with an active investor although he would consider a passive investor, too. 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: 171105 Code: 11381-I

Industry leader in providing open loop loyalty, award and promotional incentive cards as well as closed loop gift cards and other innovative offerings. The company offers a complete line of incentive cards in multiple denominations, with customizable "skins" at a price and service quality unmatched by the competition. The company's open looped card products are issued by dependable banks available in Visa, MasterCard, American Express and Discover Card. Additionally, the closed looped card vendors include, Home Depot, Lowe's, Shell, Wal-Mart, Barnes & Noble, The OSI family of restaurants gift cards and many others. The company is also in the process of launching several new, exciting and innovative products. Given the nature of the products and services, the company can be relocated easily.
SIC: 7002 Code: 11380-P

Leading info provider in Vietnam financial industry; digital and traditional media; absentee owner in US; great potential for expansion internationally; platform and proprietary software to provide outsourcing to US and European market. 18,000 long-term members of Web site. Great potential for expansion. Magazine license issued by Ministry of Finance. Growing SMS services. Data service to brokerages and investment funds. Investment Relation activities
SIC: 6199 Code: 11379-P

An excellent opportunity for the executive/administrative minded buyer. You manage the business and the health care professionals generate the income. Fully staffed. Buyers are not required to be licensed counselors or therapists (the company employs the required staff). Patients are required to pay at the time services are rendered, which keeps the accounts receivable low. The business has been in operation since 1982 with continued growth. The current owners are retirement-minded and are ready to transition out of the business operation (and real estate).

During 2009 a new owner/operator could have earned a W-2 Salary of \$100K and enjoyed additional Seller Discretionary Earnings of

Service

Acquisitions Available

LOW VOLTAGE DATA & STRUCTURED
CABLE INSTALLATION
REVENUE: \$1,358,612
PURCHASE PRICE: \$TBS
LOCATION: MOUNTAIN STATES
CODE: 11375-I

PRODUCTIVITY IMPROVEMENT FIRM
REVENUE: \$1,050,000
PRETAX: \$350,000
PURCHASE PRICE: \$850,000
LOCATION: NORTHEAST
CODE: 11373-P

\$155,270. The 2009 SDE represents a return of 34.6% on the \$449,000 ask price (real estate not included in ask price). This is a hands-on operation that requires the owner to reside in the community. The owners also wish to sell two income producing office properties used by the mental health practice at an ask price of \$985,000 for the two (see information below). Contact: Grover Rutter, licensed with Phil Cole Real Estate and Auctions, 419-427-1564 REAL ESTATE IS AVAILABLE AS FOLLOWS: 1. Office Property #1: Sale of office real estate for \$795,000 (2009 debt free cash return was \$85,039 or a 10.7% return) 2. Office Property #2: Sale of office real estate for \$190,000 (2009 debt free cash return was \$16,710 or 8.8% return—with capacity for more rental revenues) Facilities: Two beautiful office facilities. #1) approx. 7,975 sq. ft. Grossed \$126,000 in 2009 with debt free rental operating profit of \$85,039. #2) approx 2,470 square feet. Grossed \$20,100 in 2009 with rental operating profit of \$16,710; #2 has capacity for additional annual rental income. Financing / Terms: 10% to 20% buyer down, with commercial third party lender. Market Outlook/Competition: Mental health and substance abuse services are forecasted by INFORUM to grow at an annual compound rate of 7% between 2008 and 2013.
SIC:7380 Code:11378-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 engineering. 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.
SIC:7389 Code:11375-I

Our client provides measurable productivity improvements to its client's by considerably reducing employee turnover by way of providing advice on hiring, managing and developing employees. After an initial consulting agreement, the company provides client custom solutions with its web on-line testing tools for measuring organizational effectiveness of employees. Thus, the company has a two-fold revenue stream, one of which is recurring. Many Fortune 500 companies are among the company's long-term customer base. East Coast customers provide the majority of revenues, with medical segment revenues being the major portion. The seller's facilities are located in central NJ and can easily be accessed from major highways, however, a relocation is possible. The company has experienced tremendous growth in 2010 by doubling nine months YTD revenues and more than doubling cash flow versus the same '09 period. In prior years, the company enjoyed a stable sales level for the past five years, with the exception of 2008 due to the economic environment, whereas the '09 cash flow grew back to '06/'07 levels. 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 more than \$250k in after debt owner benefits at the current billing rate (9/30/10). 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:87420000 Code:11373-P

Service

FIRE ALARM & SECURITY COMPANY
REVENUE: \$1,030,000
PRETAX: \$270,000
PURCHASE PRICE: \$1,000,000
LOCATION: NORTHEAST
CODE: 11372-I

APPRAISAL SERVICE - VERY PROFITABLE
REVENUE: \$1,007,487
PRETAX: \$244,400
PURCHASE PRICE: \$1,000,000
LOCATION: MIDWEST
CODE: 11370-I

RESIDENTIAL APPRAISAL SERVICES - VERY
PROFITABLE
REVENUE: \$1,007,487
PRETAX: \$244,400
PURCHASE PRICE: \$1,000,000
LOCATION: MIDWEST
CODE: 11371-I

REPROGRAPHIC COMPANY
REVENUE: \$763,538
PRETAX: \$249,298
LOCATION: MOUNTAIN STATES
CODE: 11393-I

DIVERSIFIED ACCOUNTING / BOOKKEEPING
FIRM
REVENUE: \$312,608
PRETAX: \$108,919
LOCATION: MOUNTAIN STATES
CODE: 11387-I

Acquisitions Available

Twenty Year old fire and security installation company. Over 40% of revenue is annually renewable income. Staff is well trained. Office personnel are numerous relatives who are all overpaid. Seller will train on critical quoting and bidding aspects. Key technicians are all young but have over 12 years experience. Great lifestyle business or add on branch for an industry buyer. Revenues and profits have been stable. No outside sales force but reliant on referrals from customers and fire marshalls.
SIC: 5063 Code: 11372-I

Residential Real Estate Appraisal is Booming! Every sale, lowrout, refinancing or foreclosure requires a certified residential real estate appraisal. From the end of 2005 through the end of 2009, the annual revenue compound growth rate was 13.52%. During the same period, the Seller Discretionary Earnings (SDE) grew at a compound annual rate of 19.97%. Moderate growth is anticipated for 2010. This company services 30 Counties in Central and Northern Ohio.
SIC: 6500 Code: 11370-I

Residential Real Estate Appraisal is Booming! Every sale, loan work-out, refinancing or foreclosure requires a certified residential real estate appraisal. From the end of 2005 through the end of 2009, the annual revenue compound growth rate was 13.52%. During the same period, the Seller Discretionary Earnings (SDE) grew at a compound annual rate of 19.97%. Moderate growth is anticipated for 2010. This company services 30 Counties in Central and Northern Ohio. FACILITIES: The company occupies a modern professional office of 1927 square feet (owned by the shareholders of the appraisal company). There are 10+ parking places. The office realty could be bought or leased from the owners. MKT. OUTLOOK / COMPETITION: The residential appraisal business is expected (by current ownership) to continue growing as the real estate market continues to change. LEASE / TERMS: \$2,000/mo. triple net. Owner will rent or sell.
SIC: 6531 Code: 11371-I

This full service reprographic company has over 50 years of combined experience providing large-format professional document management, electronic imaging, plotting, online planning and ordering, archiving, binding and many other services. The company is known for having state-of-the-art equipment and providing accurate work and quick turnaround with a friendly, personal touch. While the economy has had an impact the past two years, the company has performed significantly better than its competition and is well-positioned for a return to historical profitability.
SIC: 7013 Code: 11393-I

Professional accounting/bookkeeping service company with 60+ clients spread across governmental entities, non-profit organizations, fire protection districts, associations and a wide variety of small businesses. No tax preparation or audit work, thus reasonable volume of work and steady staffing requirements. All aspects of business model, facility, organizational structure and operating policies have been developed to match the targeted market niche. Current accounting services provided include small business accounting, QuickBooks consulting, property management, faith based entity accounting, and government fund accounting.
SIC: 7030 Code: 11387-I

Retail

HOME IMPROVEMENT RETAILER
REVENUE: \$5,000,000
PRETAX: \$800,000
PURCHASE PRICE: UNDISCLOSED
LOCATION: WEST COAST
CODE: 11369-I

RECREATIONAL POWER VEHICLE DEALER
REVENUE: \$3,176,797
PRETAX: \$115,507
LOCATION: MOUNTAIN STATES
CODE: 11338-I

FRANCHISOR
REVENUE: \$3,308,000
PRETAX: \$445,000
PURCHASE PRICE: \$2,000,000
LOCATION: CENTRAL SOUTHERN
CODE: 11368-I

WELL ESTABLISHED INDEPENDENT CHILDREN'S
TOY AND BOOK STORES
REVENUE: \$2,200,000
PRETAX: \$200,000
PURCHASE PRICE: \$750,000
LOCATION: NORTHEAST
CODE: 11366-I

COMMUNITY HARDWARE & BUILDING
SUPPLY
REVENUE: \$2,200,000
PRETAX: \$235,000
PURCHASE PRICE: \$700,000
LOCATION: NORTHEAST
CODE: 11367-I

COUNTRY SUPERMARKET
REVENUE: \$1,999,300
PRETAX: \$
PURCHASE PRICE: \$700,000
LOCATION: MOUNTAIN STATES
CODE: 11365-I

Acquisitions Available

A leading retailer of tiles, located in the Pacific Northwest, sells to the home improvement markets and has an outstanding reputation for efficient and knowledgeable service. Profitability is outstanding, due to a very strong business model, with EBITDA ranging from 16-20%. Management and staff are knowledgeable and highly motivated. Sales are around \$5M. Additionally, several other acquisition opportunities exist within the brand and region, which could exponentially increase this opportunity's reach and potential.
SIC: 5211 Code: 11369-I

Well-known authorized dealer/servicer of brand name on-road/off-road vehicles, e.g. motorcycles, scooters, ATVs, side by side, buggies, go-karts, and wave runners. Brands include Yamaha, Polaris, and Suzuki. Operations include on-site parts and five star-certified service departments. Customers may browse/purchase thousands of items onsite or online. Ideally located in highly visible, heavily trafficked area with ease-of-access. Serves the highly populous Southern California market. Proven products, knowledgeable staff and aggressive marketing have resulted in strong sales, growing customer base and 50% level of repeat-customer business. Long-standing relationships with OEMS and barriers to marketplace entry ensure limited competition.
SIC: 7023 Code: 11338-I

Specializing in gourmet meats, retail and wholesale. Also, includes a retail lunch with business to business catering. Large holiday business from both retail and corporate sales. This franchisor currently has ten locations and is positioned for growth. The business includes several proprietary products and processes, two corporate retail locations, as well as two well-known commercial channel partners with opportunity for growth. Business is based on industry leading products and strong seasonal sales with multiple streams of revenue. This is a seasonal business with 60% of the revenues occurring in November and December.
SIC: 6794 Code: 11368-I

This 30 year old Toy and Book Store chain has a very well respected name in the industry and loyal customer base. The locations are in key cities with very good demographics. The business has years of branding, unique selection of products an interactive website and bright future. Perfect for a sales and marketing person with retail experience.
Code: 11366-I

Co-op branded hardware store and building materials supplier. In business over 30 years. The rural store has somewhat of a monopoly on the local market. Owner is only part time due to other business interests. Perfect lifestyle business for a buyer seeking to live in a rural community. Price includes real estate. Can be sold without realty initially under a lease purchase. Good time to buy before the construction and building market rebounds.
SIC: 5211 Code: 11367-I

This small town "supermarket" is located in Southern Colorado. The business is well-run with a long history of profitability. 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 living a high quality, peaceful lifestyle.
SIC: 5411 Code: 11365-I

Other

DRY UTILITY SYSTEMS CONTRACTOR
REVENUE: \$24,033,104
PRETAX: \$4,721,910
LOCATION: WEST COAST
CODE: 11364-I

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: 11363-I

ELECTRICAL CONTRACTOR ~ HIGH
VOLTAGE ~ OVERHEAD & UNDERGROUND
REVENUE: \$11,492,846
PRETAX: \$3,145,830
LOCATION: SOUTHEAST
CODE: 11362-I

MRI, PHYSICIAN PRACTICES, MEDICAL LAB,
PAIN CLINICS
REVENUE: \$15,525,000
PURCHASE PRICE: \$11,638,000
LOCATION: MIDWEST
CODE: 11343-I

Acquisitions Available

The company is a utility contractor that specializes in the installation of underground dry utility systems, primarily gas lines in the Southern California area. The company has been established for over 20 years and the owners desire to achieve some liquidity. The company currently has over 40 crews that are complete with crew trucks, air compressors, welding equipment, and trailers capable of hauling as much as 2,500 (+/-) feet of polyethylene gas pipe to job sites as well. Crews are dispatched each day to various job sites in Orange, Riverside and San Diego counties. Most work is performed on pre-negotiated prices. Crews are supported with various boring machines, backhoe excavators, large dump trucks, low bed delivery trucks and other equipment. The company employs over 200 and has a fleet of 87 pieces of rolling stock and thousands of pieces of modern production equipment. The equipment is in excellent condition and has an approximate Fair Market Value of \$4,800,000.
SIC:1623 Code:11364-I

The Company was established in 1972, employs nearly 150 people, and owns nearly 350 acres of land. 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. It 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. Private sector work involves site work, forestry road building, as well as residential, industrial, and commercial developments, subdivisions, office complexes, schools and shopping centers, structural concrete, concrete flatwork, custom home building, and equipment rental. The Company also installs underground utility systems, including water, sewer, and storm drainage. On the public sector side, customers include state, federal, city, county, and municipal agencies.
SIC:1611, 1623 Code:11363-I

Unique business, no receivables, paid within 30 days. Reviewed financials. 27% net profit margins. \$7.5 million backlog. Re-locatable. 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:11362-I

Company specializes in every aspect of neuroscience and pain management & has experienced solid financial results. Has invested in latest medical technology and software. Two locations have CONs; the third operates from ruling whereby at least 51% of the MRI revenue must come from referral of internal patients who visited a Medical Practitioner in the same center that also provides the MRI service. The state requires ownership by a practicing physician, hospitals or medical centers.
SIC:80 Code:11343-I

Other

EQUIPMENT LEASE AND WORKING CAPITAL FUNDING
REVENUE: 2,000,000
PRETAX: \$300,000 PURCHASE PRICE: \$1,000,000 LOCATION: WEST COAST
CODE: 11399-I

OIL EXPLORATION & PRODUCTION CO.
SEEKING DEBT OR EQUITY INVESTMENT OF \$15 MILLION
REVENUE: \$1,000,000,000
PRETAX: \$122,000,000
PURCHASE PRICE: \$10-\$15MM DEBT OR EQUITY INV
LOCATION: SOUTHWEST
CODE: 11395-I

OIL EXPLORATION & PRODUCTION CO.
SEEKING DEBT OR EQUITY INVESTMENT OF \$15 MILLION
REVENUE: \$1,000,000,000
PRETAX: \$122,000,000
PURCHASE PRICE: \$10-\$15MM DEBT OR EQUITY INV
LOCATION: SOUTHWEST
CODE: 11396-I

Acquisitions Available

With over 20 years of experience, we would like to offer you our ability to deliver a comprehensive equipment and working capital finance solution. With experienced financial experts on staff who will work closely with you to understand how to structure a finance package that meets your business needs and gets you the equipment you need quickly and efficiently. Rank of funding: Financing from \$75,000 - \$50,000,000 Term length - 24-84 months We Provide Flexibility That Works for Your Business Our Finance Division will custom-tailor the Equipment lease you need for a personalized solution to your financing. At the same time we will work diligently to deliver superior service through out the financing process. We offer a broad range of financing structures such as Master Lease Lines and Off Balance Sheet Borrowing to ensure we meet your business's specific requirements. Whether it is new or used, we finance almost any type of Capital Asset including software, furniture, machinery and more.
Code: 11399-I

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. Engineering data confirms that the current value of oil in place in the sought-after reserve exceeds \$6 billion. 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: 11395-I

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. Engineering data confirms that the current value of oil in place in the sought-after reserve exceeds \$6 billion. 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: 11396-I

COMPANY ORIGINATES AND PROCESSES

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Other

REAL ESTATE MORTGAGE LOANS
REVENUE: \$9,685,496
PRETAX: \$1,435,362
LOCATION: ALL
CODE: 11398-I

ACQUISITION OF BANK BY FINANCIAL
SERVICES COMPANY-SEEKING \$12MM
DEBT & EQUITY FINANCING
REVENUE: \$6,200,000
PRETAX: \$800,000
PURCHASE PRICE: \$10-20 MILLION RANGE
LOCATION: ALL
CODE: 11397-I

OIL EXPLORATION & PRODUCTION CO.
PURCHASE PRICE: \$5 TO \$15MM
INVESTMENT
LOCATION: SOUTHWEST
CODE: 11394-I

Seeking Financing

The purpose of this business plan is to raise a minimum of \$1,000,000 to \$2,000,000 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 \$162,000,000 million in annual production in 2009. The Company maintains physical branches in Arizona, New Mexico, Texas, and Alabama. The Company is licensed in AZ, CA, CO, UT, TX, NM, AL, TN, ID, and HI.
SIC:6162 Code:11398-I

The Financial Services Company, headquartered in the state of Washington, is seeking \$12 million in debt and equity financing to acquire a Midwest bank in order to diversify its business lines. Already a successful loan originator, contract processor, and settlement service provider in 30 U.S. states, The Company is adding a federally chartered single-branch conservative Midwest bank with an insurance subsidiary to its business holdings. The bank's federal charter will allow The Company to eliminate multiple state licensing requirements for its originators, which will greatly enhance the already vibrant growth. 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.
SIC:738909 Code:11397-I

The Company buys and manages direct income producing interests in oil properties. The Company would like an investment of between \$5,000,000 and \$15,000,000. The money will be used to purchase ownership in income producing oil properties throughout the U.S.
1.3111E+15 Code:11394-I

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REPORT

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