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# DEALBOOK

VOL. XLVIIIa

## CURRENT ENGAGEMENTS

In the Pipeline & Select Recent Sales



## WELCOME TO IBG BUSINESS

Our hands-on Mergers and Acquisitions (M&A) experience with privately held middle market businesses is broad and deep. IBG Business was founded by combining the expertise, resources, and best practices of some of the top M&A industry thought leaders and advisory firm owners from across the country.

IBG Business does one thing: we serve business owners in sales and purchases of businesses. We do it confidentially, with integrity, high ethics, and little fanfare, all while delivering superior results. And we do it with the combined knowledge and experience of industry leaders united to bring the very best service available in a single firm to our clients nationwide.

As an extension of our effort to serve the middle market business community, we have partnered with Eaton Square, an international M&A and capital service firm which extends our reach to an additional 26 offices in 11 countries.



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**#3S105**

**ADVANCED WOUND CARE SOLUTIONS COMPANY**

**SALES: \$193,447,928**

**EBITDA: \$122,203,088**

Biotech company focused on advanced wound care solutions. Products achieve unmatched results in treating various wound types, including diabetic ulcers, pressure ulcers, venous stasis ulcers, and burns. The Company's product portfolio includes advanced wound dressings and bioengineered skin substitutes. 1 patent across 17 countries and 2 PCT applications.

**Jim Kuykendall**

**jimk@ibgbusiness.com**

**#4W209**

**ENERGY/HAZMAT TRANSPORTATION CARRIER**

**REVENUE: \$43.7M**

**EBITDA: \$7.8M (TTM)**

Innovative Energy/HAZMAT transportation business with advanced logistics technology. Industry Leader delivering propane (LPG) and other HAZMAT materials.

**Gary Papay**

**gpapay@ibgbusiness.com**

**#9D202**

**INFRASTRUCTURE AND UNDERGROUND UTILITY CONSTRUCTION**

**REVENUE: \$38,000,000**

**EBITDA: \$7,180,000**

Top provider of infrastructure construction and underground utility installation (water, sewer, storm, water, gas & electric). Federally mandated projects drive growth across a high-quality and diverse customer base of municipalities, engineering firms, public utilities, private utilities, and government agencies.

**Tim Atwell**

**tatwell@ibgbusiness.com**

**#3S308**

**CONCRETE & FRAMING CONTRACTOR**

**REVENUE: \$27,000,000**

**EBITDA: \$6,300,000**

Based in Arizona this company is a wood framing installation and building slab concrete installation contractor focused mainly on the multifamily housing industry.

**Troy Stapley**

**tstapley@ibgbusiness.com**

**#3S208**

**HVAC & PLUMBING CONTRACTOR**

**REVENUE: \$27,000,000**

**EBITDA: \$3,000,000**

The company is a full-service HVAC and plumbing company offering a variety of options and capable of installing and servicing several kinds of equipment. Very experienced working on multifamily construction projects. Located in Arizona.

**Troy Stapley**

**tstapley@ibgbusiness.com**

**#4S0404**

**SPECIALTY HAULAGE EQUIPMENT MANUFACTURER**

**REVENUE: \$41,194,000**

**EBITDA: \$5,090,000**

The company manufactures specialty haulage equipment for the construction and mining industries. Global sales and patented equipment.

**Jim Kuykendall**

**jimk@ibgbusiness.com**

**#3S0405**

**COMMERCIAL & RESIDENTIAL PLUMBING CONTRACTOR**

**REVENUE: \$11,500,000**

**EBITDA (ADJ.): \$2,000,000**

This full-service plumbing company provides solutions to general contractors, homeowners and commercial developers; but it also specializes in the installation and maintenance of sprinkler systems, water, sewer, and dry utility installation, trenching, core cutting, and much more.

**Troy Stapley**

**tstapley@ibgbusiness.com**

**#5S0404**

**COMMERCIAL ELECTRICAL CONTRACTOR**

**REVENUE: \$10,696,611**

**EBITDA: \$3,642,060**

Company was founded in 1989 and serves a wide range of commercial clients, including large corporations. Primarily, service and remodel work.

**Lance Meilech**

**lance@ibgbusiness.com**

**#4W109**

## **ENVIRONMENTAL REMEDIATION & SITE CONTRACTOR**

**REVENUE: \$20,460,000**

**EBITDA: \$3,988,000**

Full-service environmental construction firm offering a wide range of remedial and site development services.

**Gary Papay**

**gpapay@ibgbusiness.com**

**#50K031**

## **MULTI-DISCIPLINED ENGINEERING SERVICES**

**REVENUE: \$23,000,000**

**EBITDA: \$2,700,000**

In operation for over fifteen years, proficient in electrical, instrumentation and controls, process, mechanical, piping and civil engineering. Recently expanded into digital infrastructure.

**Matt Frye**

**mfrye@ibgbusiness.com**

**#6S0104**

## **ADVERTISING RESELLER**

**EBITDA: \$715,000**

The company has a national presence in reselling advertising of weekly newspapers. In business for over 30 years. Very stable; significant telemarketing component.

**Lance Meilech**

**lance@ibgbusiness.com**

**#50K401**

## **COMMERCIAL ELECTRICAL SERVICES**

**Revenue: \$22,000,000**

**EBITDA: \$3,400,000**

Over twenty-five years in service with the current owner, this organization specializes in commercial, industrial and municipal services with expertise in outdoor segments.

**Matt Frye**

**mfrye@ibgbusiness.com**

**#50K012**

**CONCRETE CONSTRUCTION SERVICES**

**Revenue: \$16,000,000 '23 Audited**

**Net Income: \$1,800,000 '23 Audited**

Full-service contractor that specializes in concrete, utility and dirt work services. Customers include commercial, municipal and residential projects.

**Keeton Frye**

**kfrye@ibgbusiness.com**

**#5D102**

**PART 135 PRIVATE AIRCRAFT CHARTER AND MANAGEMENT OPERATOR**

**REVENUE: \$34,200,000**

**EBITDA: \$1,400,000**

FAA Part 135 and 91 aircraft charter and management company with award winning record for safety and unmatched reputation for service. Headquartered at one of the busiest general aviation airports in the US, the company operates a fleet of ~ 15 aircraft ranging from large cabin, super mid-size, mid-size, light jets, and turbo propeller to accommodate trips of any length.

**Tim Atwell**

**tatwell@ibgbusiness.com**

**#4S011**

**SaaS COMPANY - SOLUTIONS FOR NEMT PROVIDERS**

**REVENUE: \$6,130,000**

**EBITDA (ADJ.): \$2,230,000**

This HEALTHTECH company offers comprehensive software solutions for Non-Emergency Medical Transportation (NEMT) providers, encompassing a web application for seamless ride management, a desktop app with advanced features for enterprise clients, and a user-friendly driver mobile app.

**Lance Meilech**

**lance@ibgbusiness.com**

**#2X0310**

**SPECIALTY PRE-OWNED VEHICLE SALES**

**REVENUE: \$62,000,000**

**EBITDA (ADJ.): \$1,900,000**

Specialty pre-owned vehicle dealer in central Texas, well developed niche position in the industry with a systematic, repeatable process. Well poised for duplication in other regions and states. Management team in place, owner will remain up to one year for transition.

**Bob Latham**

**blatham@ibgbusiness.com**

**#3S0408**

**ONLINE RETAILER FOR TOOLS, PARTS & HOMEGOODS**

**REVENUE (3 YR. AVG.): \$13,000,000**

**EBITDA (3 YR. AVG.): \$1,300,000**

For over 20 years this company has been a leader in its niche industry by selling a variety of products via ecommerce. The business model is unique among online sellers, in that it sells inventory in multiple marketplaces, via multiple platforms and through both FBA and FBM on Amazon.

**Troy Stapley**

**tstapley@ibgbusiness.com**

**#3S107**

**BUSINESS CONTINUITY MANAGEMENT CONSULTING FIRM WITH SAAS**

**REVENUE: \$2,448,000 (2023)**

**EBITDA: \$1,044,000 (2023)**

A leading business continuity management (BCM) consulting firm with expertise in preparing and recovering global businesses from disruptive events such as natural disasters, fires, pandemics, supply chain disruptions, cyber attacks and other external threats. They specialize in business continuity, IT disaster recovery, crisis management, and business continuity SaaS services with long-standing clients that are leading global companies from various industries.

**Jim Kuykendall**

**jimk@ibgbusiness.com**



**#2S107**

**IT MSP**

**REVENUE (2023 EST.): \$3,328,203**

**EBITDA (2023 EST. ADJ.): \$470,000**

This company provides affordable technology solutions for small and medium sized businesses. The company has partnerships with leading vendors and distributors that provide a complete solution for technology needs. Services include the cloud, unified communication solutions, telecom, security, network assessment, design and build. The company is based in Arizona and New Mexico. 3-year contracts MRR=\$272,000.

**Lance Meilech**

**[lance@ibgbusiness.com](mailto:lance@ibgbusiness.com)**

**#50K011**

**ALARM & LOCK SERVICE COMPANY**

**REVENUE: \$1,900,000**

**SDE: \$170,000**

Multi-generation operated company specializing in fire and alarm solutions, surveillance systems, monitoring services and lock and safe solutions.

**Keeton Frye**

**[kfrye@ibgbusiness.com](mailto:kfrye@ibgbusiness.com)**

**#1D108**

**TOWING, RECOVERY AND REPAIR SERVICES**

**REVENUE: \$4,790,000**

50-year-old family-owned vehicle repair and towing company serving a high-growth MSA supported by consistent tourism. Strategically located alongside a major interstate highway, the company offers 24-hour service with a well-equipped, modern fleet of light, medium, and heavy-duty equipment, including flatbed services, to handle the needs of all vehicles. Long standing relationships and agreements with major motor carrier and delivery companies, as well as local and state law enforcement agencies.

**Tim Atwell**

**[tatwell@ibgbusiness.com](mailto:tatwell@ibgbusiness.com)**

**#4S0304**

**STORE FIXTURES DEALER**

**REVENUE: \$3,500,000+**

**SDE: \$450,000+**

This 50+ year-old business specializes in selling fixtures for retail stores including metal shelving, glass shelving, and other staple items for brick-and-mortar customers operating out of retail and industrial spaces. The Company has a strong base of repeat customers with more than 55% being repeat customers.

**Sonja Wood**

**[swood@ibgbusiness.com](mailto:swood@ibgbusiness.com)**

**#4T0601**

**ANIMAL HEALTHCARE CLINIC**

**REVENUE: \$600,000**

**SDE: \$195,000**

Thriving sole DVM practice. Profitable & growing. Small animal internal medicine. Excellent client customer & patient clientele. Modern equipment. Minimalist approach, below operating capacity offering a motivated owner multiple expansion areas. Facilities are owned and include room to expand services.

**John Johnson**

**[jjohnson@ibgbusiness.com](mailto:jjohnson@ibgbusiness.com)**

**#4D0108**

**WINDOW AND DOOR DISTRIBUTOR**

**REVENUE: \$5,725,000**

**EBITDA: \$602,000**

The company is a profitable, high growth business specializing in the sale and installation of premium windows and doors serving the luxury home building and home remodeling market of this growing major metro area.

**Bob Latham**

**[blatham@ibgbusiness.com](mailto:blatham@ibgbusiness.com)**

**#4S0207**

**BRANDED CRAFT BEER & RESTAURANT BUSINESS**

**REVENUE: \$8,265,000**

An 'experience based' group of multi-location breweries and full-service retail restaurants operating multiple brands, each with a different concept and menu. Resto Bar with full-service brewery and brewpub, Modern Bar & Grill. Restaurant and a retail beer business serving 300+ locations via distribution.

**Jim Kuykendall**

**[jimk@ibgbusiness.com](mailto:jimk@ibgbusiness.com)**

**#400901**

**ENERGY RECOVERY SYSTEM**

**REVENUE: \$0**

Innovative technology harvests wasted energy in water and saturated steam. Patented system proven in service and received high accolades. Owner was severely injured and seeks group to undertake business & market development. Carbon free application reduces energy costs using site-harvested energy in municipal & private water, water treatment, energy, commercial, industrial or manufacturing.

**John Johnson**

**[jjohnson@ibgbusiness.com](mailto:jjohnson@ibgbusiness.com)**

**#4S0108**

**LOGISTICS (Live Events)**

**REVENUE: \$39,007,613**

**EBITDA: \$9,255,429**

The company supports live entertainment productions, concert tours, theater, and corporate events. The services offered include transportation of stage and production equipment, warehousing, set construction, and on-site logistics support.

**Lance Meilech**

**[lance@ibgbusiness.com](mailto:lance@ibgbusiness.com)**

**#800104**

**MANUFACTURER OF FLUID FLOW FITTINGS**

**REVENUE: \$6,600,000**

**EBITDA: \$1,500,000**

Seeking rollover participation with a buyer looking for a firm to scale growth by strategic acquisitions. Specific add-ons are targeted. Repeater; 3 times acquiring, improving and growing industrial fittings manufacturers, plus built a large capacity tank firm from scratch. Current business came by acquiring then improving complementary firms. Products are components in oil and gas fluid flow operations. National distribution network. Manufacturing and warehousing is in the company's 59,000 sf facility.

**John Johnson**

**[jjohnson@ibgbusiness.com](mailto:jjohnson@ibgbusiness.com)**

**#5S0104**

**MACHINE SHOP**

**REVENUE: \$5,037,594**

**EBITDA: \$1,153,283**

Full service precision machining. ISO 9001:2015. Aerospace, defense, satellite, medical, renewable energy, automotive and commercial/industrial industries. We machine everything from complex aerospace parts to simple spacers. We work with aluminum, brass, most grades of steel and stainless steel, Inconel materials, titanium, and various types of plastic.

**Lance Meilech**

**[lance@ibgbusiness.com](mailto:lance@ibgbusiness.com)**

**#4S0203**

**SPEECH THERAPY PRACTICE (PRIMARYLY)**

**REVENUE: \$8,800,000**

**EBITDA: ~\$1,200,000 (PRO-FORMA)**

The Company, founded nearly 16 years ago, is a multidisciplinary therapy practice in the Southwest that provides high-quality speech therapy (ST), occupational therapy (OT), physical therapy (PT), and evaluation services.

**Lance Meilech**

**[lance@ibgbusiness.com](mailto:lance@ibgbusiness.com)**

**#3S0827**

**WELL-ESTABLISHED, SEMI-CUSTOM CABINET MANUFACTURER**

**REVENUE (2 YR. AVG.): \$23,500,000**

**EBITDA (2 YR. AVG.): \$2,750,000**

Located in a 55k+ square foot facility. Has over 100 employees- zero 1099's, non-union shop. Manufactures and installs cabinetry to production, remodelers and custom home builders.

**Troy Stapley**

**[tstapley@ibgbusiness.com](mailto:tstapley@ibgbusiness.com)**

**#4S0210**

**MORTGAGE TECHNOLOGY COMPANY (DATA HOSTING)**

**REVENUE: \$3,800,000**

**EBITDA: \$750,000**

The Company, founded in 2002, is a technology solutions provider for the mortgage industry offering data hosting, CRM and other cloud services to streamline workflows, automate tasks, & enhance operational efficiency while ensuring security & compliance.

**Lance Meilech**

**[lance@ibgbusiness.com](mailto:lance@ibgbusiness.com)**

**#4S0206**

**CPA FIRM**

**REVENUE: \$3,371,266**

**EBITDA: ~\$400,000**

The company has a national presence in reselling advertising of weekly newspapers. In business for over 30 years. Very stable; significant telemarketing component.

**Lance Meilech**

**[lance@ibgbusiness.com](mailto:lance@ibgbusiness.com)**

**#4S0211**

**WEIGHT LOSS CLINICS \* 4**

**REVENUE: \$5,170,000**

**EBITDA: \$680,000**

The Company was founded nearly two decades ago and specializes in comprehensive medical weight loss programs tailored to meet the diverse needs of its patients. The center offers services such as medically supervised weight loss visits, cognitive behavioral therapy through its video series and live weekly virtual classes provided by PHD level psychologists and registered dietitians as well as weight loss products like meal replacements and anti-obesity medications.

**Lance Meilech**

**[lance@ibgbusiness.com](mailto:lance@ibgbusiness.com)**

**#5S0304**

**TECH ENABLED SOFTWARE**

**REVENUE: \$1,387,523**

**EBITDA: \$461,477**

Fitness software which includes CRM, booking sessions and metrics.

**Lance Meilech**

**[lance@ibgbusiness.com](mailto:lance@ibgbusiness.com)**

**#6S0104**

**ADVERTISING RESELLER**

**EBITDA: \$715,000**

The company has a national presence in reselling advertising of weekly newspapers. In business for over 30 years. Very stable; significant telemarketing component.

**Lance Meilech**

**[lance@ibgbusiness.com](mailto:lance@ibgbusiness.com)**

**#2S0107**

**IT MSP**

**REVENUE (2023 EST.): \$3,328,203**

**EBITDA (2023 EST. ADJ.): \$470,000**

This company provides affordable technology solutions for small and medium sized businesses. The company has partnerships with leading vendors and distributors that provide a complete solution for technology needs. Services include the cloud, unified communication solutions, telecom, security, network assessment, design and build. The company is based in Arizona and New Mexico. 3-year contracts MRR=\$272,000.

**Lance Meilech**

**[lance@ibgbusiness.com](mailto:lance@ibgbusiness.com)**

## HEATING OIL DISTRIBUTORS

Industry buyer looking to acquire heating oil distributors in PA, NJ, and MD.

**Gary Papay**

[gpapay@ibgbusiness.com](mailto:gpapay@ibgbusiness.com)



## PROPANE DISTRIBUTORS

Industry buyer searching for propane distributors throughout USA & Canada.

**Gary Papay**

[gpapay@ibgbusiness.com](mailto:gpapay@ibgbusiness.com)



## INDUSTRIAL PRODUCTS - MANUFACTURING, DISTRIBUTION OR SERVICES TRANSACTION VALUES TO \$12,000,000

Talented entrepreneur has successfully started, bought, built, turned around and sold, industrial concerns over the past two decades. Interest is in buying a business located in or relocatable to NE Oklahoma. Seeks basic manufacturing, industrial distribution, or services.

**John Johnson**

[jjohnson@ibgbusiness.com](mailto:jjohnson@ibgbusiness.com)

## FAA PART 145 CERTIFIED MRO

Seeking platform or add-on for Maintenance, Repair and Overhaul facility for commercial turbine engines, landing gear component or auxiliary power units. Minimum of \$3,000,000 in EBITDA, located anywhere in the US.

**Jim Afinowich**

[jima@ibgbusiness.com](mailto:jima@ibgbusiness.com)

## FIXED BASE OPERATOR, (FBO)

Industry player wants to expand network of facilities in first or second tier markets anywhere in the US. Minimum 1,000,000 gallons of fuel sales. Need hangar space to accommodate large private jets, with or without maintenance shop.

**Jim Afinowich**

[jima@ibgbusiness.com](mailto:jima@ibgbusiness.com)

## PART 141 FLIGHT SCHOOL

Seeking certified Part 141 flight school (private pilot through airline transport pilot ratings) in southeastern US based at airfield capable of handling large jet aircraft. Up to date fleet and aircraft simulators a plus. Existing aircraft maintenance capability a plus.

**Steve Bisbee**

[sbisbee@ibgbusiness.com](mailto:sbisbee@ibgbusiness.com)

### **MANUFACTURING, DISTRIBUTION IN THE HVAC OR OTHER HOME PRODUCTS SPACE TRANSACTION VALUES TO \$5,000,000**

Decades old manufacturer, wholesale distribution company seeks basic manufacturing, wholesale distribution add-on opportunities.

**Troy Stapley**

**[tstapley@ibgbusiness.com](mailto:tstapley@ibgbusiness.com)**



# INTERNATIONAL PARTNERSHIP

WITH



# EATON SQUARE

Contact an IBG Business principal (page 32) for further information



## SELL-SIDE M&A

Central to many of our clients' aspirations is the desire to crystalize the value built-up in their business investments.

Our sell-side services focus on finding and engaging with exactly the right buyer for our clients' firms. In this process, we consider both the commercial aspects of the deal but also where the right "new home" is for our clients' principals and their staff.

**Importantly, every transaction is international.** That is on every sell side engagement we will look at the opportunity for international buyers to become involved because international buyers will often offer a higher value on cross-border transactions.

San Francisco | Los Angeles | New York | Austin | San Antonio | Atlanta | Washington DC  
Philadelphia | Phoenix | Denver | Las Vegas | Tulsa, OK | Greensboro, NC | Toronto | Ottawa | Hong Kong  
Beijing | Singapore | Kuala Lumpur Shanghai | Melbourne | Sydney | Brisbane | Perth | Auckland  
London | Basel | Madrid | Andorra | Milan

[www.eatonsq.com](http://www.eatonsq.com)

### **Deals we are working on bringing to market in the near future include:**

#### **SPECIALTY STONE COUNTERTOPS**

**REVENUE: \$19,000,000**

Leading importer, fabricator, installer and distributor of granite, marble, and quartz countertops in its target market. The company imports ~ 50% of its material directly, securing higher margins and allowing for direct oversight of product quality and availability. Consistent investment in innovative design techniques and technologies ensure the highest quality products and faster precision processing.

**Tim Atwell**

**tatwell@ibgbusiness.com**

#### **PETROLEUM, PROPANE & CONVENIENCE STORE COMPANY**

**REVENUE: \$54,000,000**

**GALLONS: 20,000,000**

Longtime family owned and operated petroleum and propane distributor plus 4 convenience stores in New York.

**Gary Papay**

**gpapay@ibgbusiness.com**

#### **PETROLEUM, PROPANE & LUBRICANT DISTRIBUTOR**

**REVENUE: \$146,000,000**

**EBITDA: \$3,925,000**

**GALLONS: 33,000,000**

Petroleum, propane & lubricant distributor serving over 5,700 customer locations with quality products and services since 2009.

**Gary Papay**

**gpapay@ibgbusiness.com**

#500401

### INDUSTRIAL SUPPLY

REVENUE: \$4,700,000

SDE: \$570,000

Founder/CEO retiring after 50 years. Business has long-tenured contracts with grade A industrial customers, as a general line supplier of over 30K products from over 200 manufacturers.

Markets include petrochemical, manufacturing, utilities, power, municipal and other customers.

John Johnson

[jjohnson@ibgbusiness.com](mailto:jjohnson@ibgbusiness.com)

### LUXURY CUSTOM HOME BUILDER

REVENUE: \$25,000,000

EBITDA: \$1,500,000

Bob Latham

[blatham@ibgbusiness.com](mailto:blatham@ibgbusiness.com)

### AVIATION – BIZJET PARTS, NEW AND USED

REVENUE: \$1,500,000

EBITDA: \$400,000

Bob Latham

[blatham@ibgbusiness.com](mailto:blatham@ibgbusiness.com)

For a broader view of our work over several decades, please visit our website's **COMPLETED PROJECTS** section.

### **PEERLESS TIRES 4 LESS**

Peerless Tire is a family-owned tire and auto service provider with 50 stores and 250 employees located across seven states. With a legacy spanning over 75 years, Peerless is known for its dedication to customer service and operating with the highest standards of care and professionalism since 1949.

**Tim Atwell**

**[tatwell@ibgbusiness.com](mailto:tatwell@ibgbusiness.com)**

### **SULLIVAN OIL & PROPANE**

A full-service heating oil/propane/HVAC distributor located in Bath, PA has been acquired by Energy Distribution Partners (EDP).

**Gary Papay**

**[gpapay@ibgbusiness.com](mailto:gpapay@ibgbusiness.com)**

### **HEIGHTS LUMBER COMPANY**

A full line lumber and building material business serving large and small contractors, remodelers, and the DIY market in New Windsor, NY has been acquired by Daley Brothers Lumber Co., Inc.

**Gary Papay**

**[gpapay@ibgbusiness.com](mailto:gpapay@ibgbusiness.com)**

### **COMMERCIAL FLOORING CONTRACTOR**

This successful flooring contractor focuses on the MFH sector.

**Lance Meilech**

**[lance@ibgbusiness.com](mailto:lance@ibgbusiness.com)**

### **ROOFING COMPANY**

This top residential roofing company replaces roofs (87%) and installs rain gutters. A non- storm chasing contractor has a stellar established reputation serving a niche market in their geographic area. Excellent margins year after year. Huge opportunity to grow the business.

**Lance Meilech**

**[lance@ibgbusiness.com](mailto:lance@ibgbusiness.com)**

### **CUSTOM STONE & DOOR WHOLESALE/DISTRIBUTOR**

The company supplies builders, architects and homeowners with everything custom doors and stone related as well as provides in-house door installation on any kind of building. The company's various locations include showrooms and design centers in multiple states.

**Troy Stapley**

**tstapley@ibgbusiness.com**

### **INTERNATIONAL DRYING CORPORATION**

International Drying Corporation (IDC) is a leading manufacturer of proprietary quiet drying systems, flat belt conveyor systems, and related components for the vehicle wash industry. IDC is recognized for designing the highest quality, sound reducing power drying solutions on the market which can be utilized in car, bus, truck, and train washes (and any other automated system requiring air drying technology) and provide unmatched performance in both indoor or outdoor applications.

**Tim Atwell**

**tatwell@ibgbusiness.com**

### **WYOMING CORPORATE SERVICES, INC./CORPORATIONS TODAY, INC.**

Online incorporation and registered agent services companies acquired by Pinewell Capital.

**Jim Kuykendall**

**jimk@ibgbusiness.com**

### **MOBILE LIFE SUPPORT SERVICES, INC.**

Certified advanced life support paramedic ambulance company providing emergency services to communities and health care facilities. The Company was acquired by Patient Care/EMS Solutions.

**Gary Papay**

**gpapay@ibgbusiness.com**

### **COLLINS COMMUNICATIONS, INC.**

Regional communications company in Gillette, WY was acquired by Baymark Partners. Collins provides solutions to business and personal needs ranging from security and surveillance systems and telephone systems to managed IT services.

**Gary Papay**

**gpapay@ibgbusiness.com**



### **MATTHEWS FUEL SERVICE, INC.**

A regional heating oil/propane/bottled water business located in Northeastern, PA has been acquired by Button Oil & Propane.

**Gary Papay**

**gpapay@ibgbusiness.com**

### **HOME ELEVATOR OF HOUSTON / HOME ELEVATOR OF AUSTIN & SAN ANTONIO**

Residential and light commercial seller and installer of elevators and lifts. Excellent growth potential due to aging population that increasingly wants to stay in their own home as they age. Selling in 3 of Texas' biggest cities, skilled workforce with operations manager in place.

**Bob Latham**

**blatham@ibgbusiness.com**

### **HOME REMODEL STORE**

Fifteen plus years in business, stone and cabinets.

**Lance Meilech**

**lance@ibgbusiness.com**

### **FULL-SERVICE DESIGN AND MACHINE SHOP COMPANY**

25-year-old family-owned company is a full fabrication, design and machine shop that specializes in the manufacturing of automated equipment, components, conveyors and tooling.

**Troy Stapley**

**tstapley@ibgbusiness.com**

### **DICKENS QUALITY DEMOLITION**

24+ year old demolition construction services company. Serves large commercial projects: hospitals, sporting arenas, shopping malls, and offices/government buildings.

**Jim Kuykendall**

**jimk@ibgbusiness.com**

### **INDUSTRIAL PRODUCTS SUPPLY AND DISTRIBUTION BUSINESS**

Supply and distribution business providing industrial products, components, and supplies to the manufacturing, solar, electrical, mechanical, and construction markets.

**Mike Cauley**

**mcauley@ibgbusiness.com**

### **ENGINEERING, ENVIRONMENTAL, AND MATERIALS TESTING & INSPECTION FIRM**

Consulting engineering business providing geotechnical engineering, environmental services, and materials testing and inspection to both the public and private sectors.

**Mike Cauley**

**mcauley@ibgbusiness.com**

### HEATING AND AIR CONDITIONING CONTRACTOR

Leading HVAC contractor for installation and services. Long tenure. Top reputation.

**John Johnson**

**[jjohnson@ibgbusiness.com](mailto:jjohnson@ibgbusiness.com)**

### GENERAL CEILING & PARTITIONS

Established in 1986, General Ceiling and Partitions, Inc. (GCP) has established a tradition of excellence as a commercial drywall and metal framing subcontractor. In addition to drywall and framing, GCP also performs other specialized services (acoustical ceilings, safing, sound/thermal insulation and panelized components).

**Tim Atwell**

**[tatwell@ibgbusiness.com](mailto:tatwell@ibgbusiness.com)**

### HERMANCE MACHINE COMPANY

Hermance Machine Company, an Industrial Machinery Distributor has been acquired by Wurth Baer Supply Company, a division of Wurth Line Craft North America & the Wurth Group, a woodworking wholesale distributor.

**Gary Papay**

**[gpapay@ibgbusiness.com](mailto:gpapay@ibgbusiness.com)**

### ALPINE VALLEY BREAD COMPANY

Organic & Natural Food manufacturer has been acquired by Flower Foods, Inc.

**Bruce Black/Jim Afinowich**

**[jima@ibgbusiness.com](mailto:jima@ibgbusiness.com)**

### CLEANING SYSTEMS INC (CSI)

CSI provides top of the line cleaning fluids to car wash operators and commercial/mass transportation concerns. CSI develops and manufactures high quality, easy-to-use cleaning fluids and associated application systems, including advanced car wash solutions and technologies with the Lustra ultra-concentrated line and CSI's patented Ultraflex system.

**John Zayac**

**[zayac@ibgbusiness.com](mailto:zayac@ibgbusiness.com)**

### COTTONWOOD TUCSON

An inpatient behavioral health and addiction treatment center has been acquired by SUMMIT BHC.

**Oksana Komarnyckyj**

**[oksana@ibgbusiness.com](mailto:oksana@ibgbusiness.com)**

### DESERT DRY

Established regional firm. Water, fire, smoke, mold/mildew, asbestos, contents. Commercial and residential.

**Lance Meilech**

**[lance@ibgbusiness.com](mailto:lance@ibgbusiness.com)**

### HAYS COOLING, HEATING & PLUMBING

18-year-old company provides full-service cooling, heating, plumbing and drain services - primarily service & replacement for established homeowners throughout the local (6+ million population) metro area. Western US.

**Troy Stapley**

**[tstapley@ibgbusiness.com](mailto:tstapley@ibgbusiness.com)**

### TURBINE WELD, INC

Established company performs FAA certified repairs and restoration of aircraft turbine engine hot section components with speed and quality for OEM, designated overhaul facilities, and regional repair sites.

**Steve Bisbee**

**[sbisbee@ibgbusiness.com](mailto:sbisbee@ibgbusiness.com)**

### ARIZONA MECHANICAL COMPANY DBA SUNSTATE

A specialty commercial air handling contractor has been acquired by MARS DEN.

**Jim Afinowich**

**[jima@ibgbusiness.com](mailto:jima@ibgbusiness.com)**

### PSA WORLDWIDE

Marketing and catalog company specializing in the design, development, and distribution of health education products and resources to awareness and prevention coordinators throughout the US. Products are sold through company catalogs, e-commerce websites, and social media.

**Tim Atwell**

**[tatwell@ibgbusiness.com](mailto:tatwell@ibgbusiness.com)**

### PENDERGRAPH SYSTEMS

Commercial and industrial electronic life safety systems providing design, analysis, installation service, training, and monitoring. This long-standing market leader was sold to Convergent Technologies in a strategic acquisition.

**John Johnson**

**[jjohnson@ibgbusiness.com](mailto:jjohnson@ibgbusiness.com)**



### **LEWIS ENGINEERING, INC.**

Aerospace machining includes flight safety parts for both military and commercial applications. Aerospace products are used in electric generating, fuel management, air management & actuation systems, and turbine engines. Commercial products used in 3D printing machines, and industrial pumps. Recognized for complex machining capabilities, machining from solids, supply chain management, and design/productibility engineering solutions.

**John Zayac**

**[zayac@ibgbusiness.com](mailto:zayac@ibgbusiness.com)**

### **WESTECH RECYCLING CENTER**

A full-service computer/electronics recycling and IT Asset Disposition company has been acquired by Full Circle Electronics.

**Lance Meilech**

**[lance@ibgbusiness.com](mailto:lance@ibgbusiness.com)**

### **CITADEL TECHNOLOGIES, LLC**

Innovators and manufacturers of carbon fiber composites product solutions for repair, rehabilitation, and strengthening pipeline, processing, and civil applications. Acquired by ClockSpring.

**John Johnson**

**[jjohnson@ibgbusiness.com](mailto:jjohnson@ibgbusiness.com)**

### **VILOCITY INTERACTIVE, INC.**

15+ year-old marketing services company providing all aspects of advertising from strategy to execution with award-winning creativity and advanced technology. Acquired by Genstar Capital and Association Member Benefits Advisors.

**Troy Stapley**

**[tstapley@ibgbusiness.com](mailto:tstapley@ibgbusiness.com)**

### **NICHE MANUFACTURER OF INDUSTRIAL SPRINGS**

Operational in excess of 100 years, the company consistently achieves EBITDA margins exceeding 25%.

**Matt Frye**

**[mfrye@ibgbusiness.com](mailto:mfrye@ibgbusiness.com)**

### **ADOPT TECHNOLOGIES MSP**

Large IT MSP with niche vertical was acquired by Private Equity Group in Connecticut. Hosted and managed cloud solutions running on an enterprise-grade and self-hosted cloud platform.

**Lance Meilech**

**[lance@ibgbusiness.com](mailto:lance@ibgbusiness.com)**

### **HASTINGS WATER WORKS**

Hastings Water Works is the largest pool maintenance and management company (including lifeguard staffing and facility management) in Ohio. Founded in 1992, Hastings serves ~ 700 residential and commercial clients, making it one of the top providers in the entire Midwest. IBG advised Hastings in its sale to Horizon Commercial Pools, which expands the Horizon footprint to serve clients in Ohio, Minnesota, Wisconsin, and Michigan.

**Bob Latham**

**[blatham@ibgbusiness.com](mailto:blatham@ibgbusiness.com)**

## RECENT AWARDS & RECOGNITIONS

(ANNOUNCED)



Excellence in Investment  
Banking - USA



BEST INNOVATIVE  
BUSINESS SOLUTIONS



JOHN ZAYAC

2023 Darrel Fouts Award  
Leadership in the M&A Profession

Corporate 

Mid-Market Business Sales  
Service Provider of the Year  
**USA 2025**

## AND PROUD MEMBER OF



## FOUNDING PRINCIPALS & PARTNERS

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**Jim Afinowich**



**Tim Atwell**



**Matt Frye**



**John Johnson**



**Robert Latham**



**Gary Papay**



**John Zayac**

## ADVISORS

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**Garry Barnes**  
Managing Director



**Steve Bisbee**  
Managing Director



**Mike Cauley**  
Managing Director



**Keeton Frye**  
Vice President



**Jim Kuykendall**  
Managing Director



**Lance Meilech**  
Managing Director



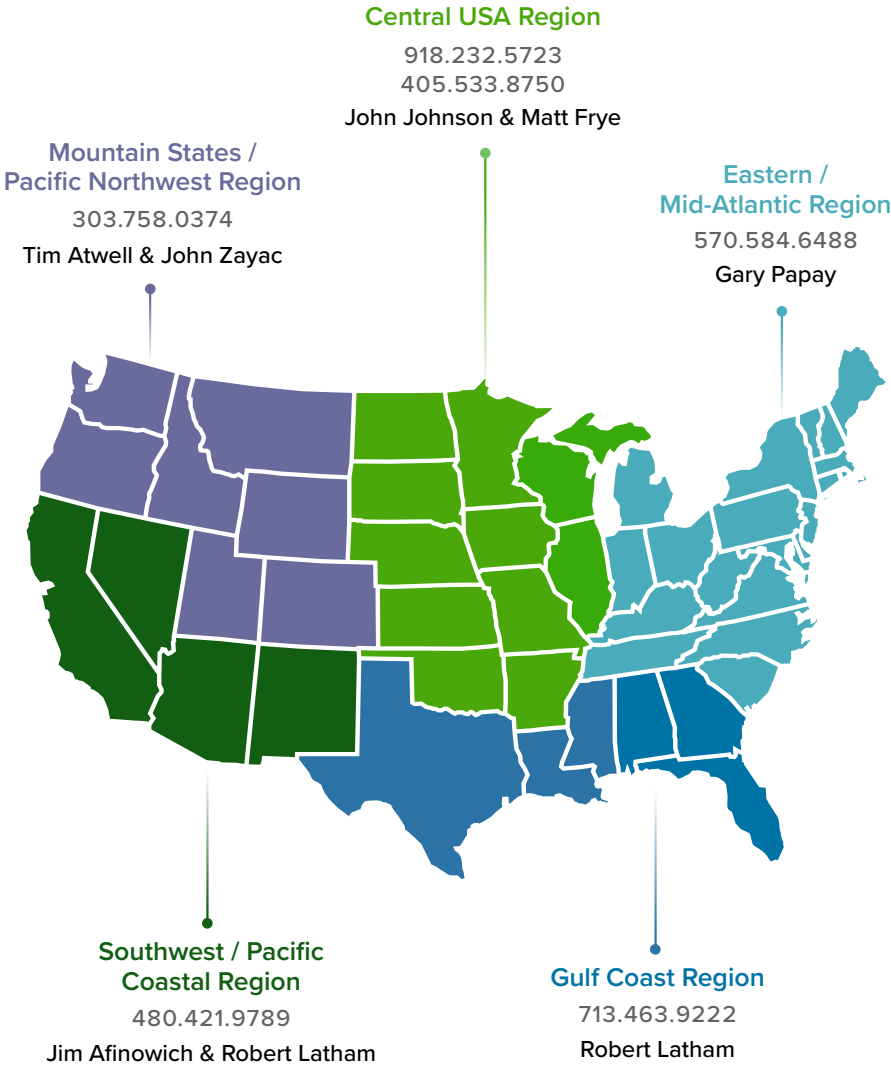
**Troy Stapley**  
Managing Director



**Sonja Wood**  
Managing Director

# OUR REGIONS

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## NOTES

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