
DEALBOOK

VOL. XLVII

CURRENT ENGAGEMENTS

In the Pipeline & Select Recent Sales

Sign up for future dealbooks



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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IN THE PIPELINE.....

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FOUNDING PRINCIPALS, PARTNERS AND ADVISORS

OUR LOCATIONS.....

#3S105

ADVANCED WOUND CARE SOLUTIONS COMPANY

SALES: \$57,006,000 (FY 2023) | \$51,500,000 (Q1 2024)

EBITDA: \$27,300,000 (FY 2023) | \$33,900,000 (Q1 2024)

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 pending.

Jim Kuykendall

jimk@ibgbusiness.com

ENERGY TRANSPORTATION CARRIER

REVENUE: \$45,455,000

EBITDA: \$8,093,000

Long time family-owned transportation business with advanced logistics technology. Industry leader delivering propane (LPG), liquefied natural gas (LNG), and butane.

Gary Papay

gpapay@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: \$35,000,000

EBITDA: \$6,000,000

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

AVAILABLE FOR ACQUISITION



#4S404

SPECIALTY HAULAGE EQUIPMENT MANUFACTURER

REVENUE: \$43,500,000

EBITDA: \$4,836,000

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

Jim Kuykendall

jimk@ibgbusiness.com

#3S405

COMMERCIAL & RESIDENTIAL PLUMBING CONTRACTOR

REVENUE: \$14,400,000

EBITDA (ADJ.): \$4,500,000

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

ENVIRONMENTAL REMEDIATION & SITE CONTRACTOR

REVENUE: \$22,054,000

EBITDA: \$4,367,000

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

Gary Papay

gpapay@ibgbusiness.com

#3S109

CUSTOM STONE & DOOR WHOLESALER/DISTRIBUTOR

REVENUE: \$16,000,000

EBITDA: \$4,200,000

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

#400502

STAFFING – INDUSTRIAL RECRUITING

REVENUE: \$30,000,000

EBITDA: \$2,900,000

Staffing business – industrial & administrative – Temp to perm employment & recruitment. High repeat business. 25-year tenure – BBB A+. Excellent reviews from satisfied customers and clients.

John C. Johnson

jjohnson@ibgbusiness.com

#1S109

CABINET MANUFACTURER (Based in the West)

REVENUE: \$24,600,000

EBITDA (ADJ.): \$2,400,000

Primarily focused on production and semi-custom cabinetry, this seasoned company manufactures and installs for new home builders.

Oksana Komarnyckyj

oksana@ibgbusiness.com

#400801

WELDING & FABRICATION

REVENUE: \$18,000,000

EBITDA: \$2,200,000

ASME welding and structural fabrication – piping projects. ASME U/S/R stamps. Design/build skidded units and modular compressor stations, pressure vessels to 120” diameter. Serves upstream, midstream, and downstream oil and gas industry, and fabricates systems for refineries, water, wastewater, ethanol, diesel, nitrogen, oxygen and other systems.

John C. Johnson

jjohnson@ibgbusiness.com

#3S209

ROOFING COMPANY

REVENUE (2023 EST.): \$4,600,000

EBITDA (2023 EST.): \$1,350,000

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

#2X0310

SPECIALTY PRE-OWNED VEHICLE SALES

REVENUE: \$75,000,000

EBITDA (ADJ.): \$1,350,000

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

#3S408

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

#OD111

IT CONSULTING FIRM (High-growth business serving US Department of Defense)

REVENUE (TTM 2/29/24): \$9,659,000

ADJ. EBITDA (TTM 2/29/24): \$1,192,000

High-growth IT consulting firm specializing in system design, deployment, maintenance & integration, software development, and research & development. The company predominately represents US Department of Defense contractors, but its services and team are in high demand across multiple (government and private) end user markets. The company is specifically qualified to support growth in IT DevOps/Infrastructure and expects to double the size of its field team over the next year to keep pace with current customer demand. ITAR certified and SAM registered with Top Secret/Sensitive Compartmented Information (TS/SCI) clearance for employees. Projected 2024 revenue of \$11,000,000 with projected 2024 adjusted EBITDA of \$1,420,000.

Jim Kuykendall

jimk@ibgbusiness.com

#3W111

PROPANE, HEATING OIL, & HVAC DISTRIBUTOR - PA – UNDER LOI

REVENUE: \$7,010,000

EBITDA: \$1,178,000

Full-service fuel delivery and HVAC repair and installation company located in a high growth area of PA.

Gary Papay

gpapay@ibgbusiness.com

#2W106

LUMBER & BUILDING MATERIALS DISTRIBUTOR – NY – UNDER LOI

REVENUE: \$5,664,000

EBITDA: \$1,112,000

Full line lumber and building material business serving large and small contractors, remodelers, and the DIY market.

Gary Papay

gpapay@ibgbusiness.com

#3S107

BUSINESS CONTINUITY MANAGEMENT CONSULTING FIRM WITH SAAS

REVENUE: \$2,448,000

EBITDA: \$1,044,000

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

#3S204

CYBERSECURITY

REVENUE (2023 EST.): \$4,200,000

EBITDA (2023 EST.): \$1,000,000

The company provides IR Solutions & IT MSP (50/50) services. Offering world-class onsite IT support for almost 20 years in the US. Offering clients access to the fastest ransomware protection and remediations in the industry. One of the few cyber-attack ready IR companies in the nation. Passionate, customer service oriented, and IT/IR knowledgeable employees.

Lance Melech

lance@ibgbusiness.com

#4T022

NICHE INDUSTRIAL MANUFACTURER – UNDER LOI

REVENUE: \$3,700,000

EBITDA: \$1,000,000

In operation for almost 100 years, this organization achieves consistent EBITDA margins exceeding 25%. Extensive list of offerings for multiple industries.

Matt Frye

mfrye@ibgbusiness.com

COMMERCIAL FLOORING CONTRACTOR

EBITDA (ADJ.): \$900,000

This successful flooring contractor focuses on the MFH sector.

Lance Meilech

lance@ibgbusiness.com

#3D0107

POOL MANAGEMENT AND SERVICE

REVENUE: \$5,600,000

EBITDA: \$875,000

30+ year old Pool Management and Service Company maintains and manages commercial pools for HOA's, multi-family, and community pools as well as upper and residential pools. Steady growth with a strong management team in place. Great Lakes region.

Bob Latham

blatham@ibgbusiness.com

#6S104

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

#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

#9D208

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

#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

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

#2S203

MULTI-LOCATION, MULTI BRANDED RESTAURANT GROUP

PROJ. 2023 REVENUE: \$25,000,000+

This forty-year-old group of restaurants consists of three distinct brands or concepts that have been operating in over 10 locations. The company has been successfully grown and managed by two generations of family that are now looking to transition to new ownership. Looking to sell locations/brands together or separately.

Troy Stapley

tstapley@ibgbusiness.com

#2S110

ESTABLISHED MAGAZINE PUBLISHER

In business for over 35 years, this one-state centered, well respected company publishes monthly magazines covering an array of topics such as business, politics and sports. The company also holds events which include educational seminars and recognition/award events. Strong ties to state leaders provide unobstructed access to decision makers in all fields.

Oksana Komarnyckyj

oksana@ibgbusiness.com

#3S103

EARTHWORKS CONTRACTOR SPECIALIZING IN PAVING AND GRADING

2023 REVENUE: \$19,900,000

Located in the Southwest, this General Contractor serves both the public and private sectors and performs commercial and residential projects. The majority of company work is self-performed. The company is active in the public infrastructure sector and is growing its market share YOY.

Oksana Komarnyckyj

oksana@ibgbusiness.com

#4T0501

INDUSTRIAL SEALS, BEARINGS & COMPONENTS

REVENUE: \$1,600,000

EBITDA: \$550,000

Relocatable. Value added industrial solutions. ISO 9001-AS9100D. High repeat orders. Known for rapid response, excellent design, quality & reliability. Annual revenue growth over 30% since 2019. Outsourced manufacturing. Low Cap Ex. Opportunity for owner/operator or a great “tuck-in” for a manufacturer with similar customers or products. Retiring owner.

John Johnson

jjohnson@ibgbusiness.com

#4X0106

FLIGHT SCHOOL (PART 61), AIRCRAFT REPAIR AND MAINTENANCE, FBO – UNDER LOI

REVENUE: \$1,600,000

EBITDA (ADJ.): TBD

Well established and growing flight school with a repair and maintenance facility, mostly owned fleet. Excellent reputation and safety record. Colorado.

Bob Latham

blatham@ibgbusiness.com

#4T0601

ANIMAL HEALTHCARE CLINIC

REVENUE: \$580,000

SDE: \$158,000

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

AIRCRAFT REPAIR – UNDER LOI

Maintenance and avionics available to the general public.

Oksana Komarnyckyj

oksana@ibgbusiness.com

HEATING OIL DISTRIBUTORS

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

Gary Papay

gpapay@ibgbusiness.com



PROPANE DISTRIBUTORS

Industry buyer searching for propane distributors throughout USA & Canada.

Gary Papay

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

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

jjima@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

jjima@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

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

INTERNATIONAL PARTNERSHIP

WITH

EATON SQUARE



EST. 2008

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

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

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

CABINET MANUFACTURER

REVENUE: \$6,000,000+

EBITDA: \$1,000,000+

This 30+ year-old business specializes in creating handcrafted custom cabinetry and millwork for residential and commercial customers. Looking for retirement.

Troy Stapley

tstapley@ibgbusiness.com

POWER ENGINEERING AND CONSTRUCTION SERVICES

Business provides engineering, design, inspection, project management, and construction services for power transmission and distribution systems and infrastructure.

Mike Cauley

mcauley@ibgbusiness.com

COMMERCIAL LANDSCAPE MAINTENANCE BUSINESS

Provider of recurring landscape, tree management, irrigation, and maintenance services to commercial client portfolio.

Mike Cauley

mcauley@ibgbusiness.com

TALENT & MODEL SPECIALISTS

REVENUE: \$25,000,000

EBITDA: \$5,700,000

Group of photographic studios dedicated to the talent and model industry.

Gary Papay

gpapay@ibgbusiness.com

INDUSTRIAL SUPPLY

REVENUE: \$4,600,000

EBITDA: \$550,000

Retiring owner of over four decades offering a wide range of industrial supplies, serving commercial, industrial, and construction markets. Long-term relationships with top grade customer base. Maintenance, Repair, and Operations (MRO) products - welding accessories and supplies - gases and safety equipment – tools - industrial maintenance and repair solutions.

John Johnson

jjohnson@ibgbusiness.com

LOGISTICS

High growth in a large Distribution Center. Excellent technology and Co-Pack. 2022 Net Income on track to be \$7,000,000.

Lance Meilech

lance@ibgbusiness.com

SPEECH THERAPY BUSINESS

Growing Business with \$7M in Revenue.

Lance Meilech

lance@ibgbusiness.com

DIRECT MAIL BUSINESS

Fast growing on track to do \$2M in EBITDA.

Lance Meilech

lance@ibgbusiness.com

LOGISTICS

Shipping company for the entertainment industry. EBITDA, \$7M.

Lance Meilech

lance@ibgbusiness.com

MEDTECH SAAS BUSINESS

Specialize in the Pharmaceutical industry, with EBITDA of \$1M.

Lance Meilech

lance@ibgbusiness.com

PHYSICIAN PRACTICE

Pain Management with multiple locations.

Lance Meilech

lance@ibgbusiness.com

PHYSICIAN PRACTICE

Focused on StemCell.

Lance Meilech

lance@ibgbusiness.com

LUXURY CUSTOM HOME BUILDER

REVENUE: \$25,000,000

EBITDA: \$1,500,000

Bob Latham

blatham@ibgbusiness.com

WINDOW AND DOOR DISTRIBUTOR

REVENUE: \$4,000,000

EBITDA: \$500,000

Bob Latham

blatham@ibgbusiness.com

RESIDENTIAL/COMMERCIAL RE-ROOFING & PEST CONTROL CO.

REVENUE (AVG.): \$12,000,000

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

Very well-established and highly recognizable roofing company which caters primarily to re-roofing customers. Operates a separate pest prevention division with the same strong brand name. Located in the southwest and poised for continued growth – perfect for strategic purchase or recapitalization.

Troy Stapley

tstapley@ibgbusiness.com

AFTERMARKET AUTOMOTIVE ENHANCEMENT PRODUCTS/SERVICES

REVENUE (AVG.): \$3,500,000

EBITDA (AVG.): \$750,000

Strong brand with longstanding reputation for quality and service. Relationships with all the major automotive dealerships in the metro area providing services for both pre & post sales dealership and retail customers. Multiple locations.

Troy Stapley

tstapley@ibgbusiness.com

MARBLE AND TILE CONTRACTOR

REVENUE: \$50,000,000

EBITDA (ADJ.): \$5,000,000

Primarily focused on turnkey projects for high end clients, this seasoned company supplies, fabricates and installs for major general contractors throughout the southwest.

Oksana Komarnyckyj

oksana@ibgbusiness.com

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

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.

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

jmk@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

RESIDENTIAL ELEVATOR INSTALLER

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

GARAGE DOOR SALES AND SERVICES

Comprehensive garage sales and service including custom design solutions. Entrenched community service provider with established builder relationships providing steady recurring revenues. Diversified client base with top three clients comprising less than twenty percent of sales. Operational for over fourteen years with a highly skilled and dedicated workforce.

Matt Frye

mfrye@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

BAYWATCH ENTERPRISES

Baywatch Enterprises is a full-service manufacturer of car wash doors, heaters, and automated operating technology for car wash operators. The company provides design, installation and direct territory service to industry-leading customers, and its products are widely known for their superior design, quality, and performance in harsh weather environments. Baywatch manufactures its products in Denver, CO and provides maintenance and installation services across the US and Canada.

John Zayac

zayac@ibgbusiness.com

INSULATION MANUFACTURER

This firm is a leading manufacturer and distributor of reflective insulation products serving the building products markets. It was sold in a strategic acquisition to a portfolio holding of a national private equity group.

John Johnson

jjohnson@ibgbusiness.com

MANAGED SERVICE PROVIDER

Seller is a pioneer in delivering IT solutions, using in-house cloud capabilities, providing one-stop, on-premises manage IT services.

Lance Meilech

lance@ibgbusiness.com

WATER INFRASTRUCTURE INSTALLATION AND MAINTENANCE FIRM

10-year-old company serves major metro areas of multiple Southwestern US states.

Troy Stapley

tstapley@ibgbusiness.com

HEATING AND AIR CONDITIONING CONTRACTOR

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

John Johnson

jjohnson@ibgbusiness.com

PAUL C. EMERY CO.

Heating oil/HVAC distributor serving over 3,400 customers in SE PA acquired by Shipley Energy.

Gary Papay

gpapay@ibgbusiness.com

SAAS/ED TECH COMPANY

SaaS business, focused on ed tech, closed its transaction with a publicly traded software acquirer.

Jim Kuykendall

jimk@ibgbusiness.com

BUCHANAN & ERB

Lester W. Erb, Inc., dba Buchanan & Erb, a heating oil/HVAC distributor was acquired by TEXNJ Energy, LLC, a petroleum & HVAC distributor.

Gary Papay

gpapay@ibgbusiness.com

GENERAL CONTRACTOR

35-year-old General Contractor with governmental contracts in Maricopa County, AZ.

Lance Meilech

lance@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, safig, sound/thermal insulation and panelized components).

Tim Atwell

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

ALPINE VALLEY BREAD COMPANY

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

Bruce Black/Jim Afinowich

jjima@ibgbusiness.com

THE ORIGINAL ROOFING COMPANY

This family-owned commercial/residential roofing company was acquired by Soundcore which subsequently sold to First Service.

Oksana Komarnyckyj

oksana@ibgbusiness.com

CARWASH SERVICES OF ARIZONA

Carwash Services of Arizona (CWSAZ) is the leading provider of car wash supplies, equipment, chemicals, and maintenance in Arizona - developing, servicing, and maintaining conveyORIZED tunnel, automatic, and self-service car washes.

John Zayac

zayac@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

COTTONWOOD TUCSON

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

Oksana Komarnyckyj

oksana@ibgbusiness.com

MULTI-LOCATION RESTAURANT & DISTRIBUTION COMPANY

Award-winning niche, full-service restaurant, deli, bakery, and catering services company.

This 30+ year-old family-owned business consists of multiple retail full-service deli/restaurants, a bakery/catering division, and a bakery goods distribution division that has products in 100+ locations. Western US.

Troy Stapley

tstapley@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

AZ RAIN GUTTERS & SHADE EXPERTS

20+ year-old contractor manufactures/installs residential and commercial water management and shading products throughout the region.

Troy Stapley

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

DESERT DRY

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

Lance Meilech

lance@ibgbusiness.com

G.W. EHRHART, INC.

Long time propane and heating oil distributor serving over 8,200 customers in the finger lakes region of upstate New York acquired by Energy Distribution Partners.

Gary Papay

gpapay@ibgbusiness.com

SNEDEKER OIL COMPANY, INC.

Well established petroleum/propane distributor in Pennsylvania acquired by Kopyy's Propane, Inc. The company distributes heating oil, power fuels, propane and lubricants to home, farm, and industry.

Gary Papay

gpapay@ibgbusiness.com

ARIZONA MECHANICAL COMPANY DBA SUNSTATE

A specialty commercial air handling contractor has been acquired by MARSDEN.

Jim Afinowich

jjima@ibgbusiness.com

LANDSCAPE CORPORATION

This regional market leader in commercial landscaping was acquired by Sterling Investment Partners into its Heartland Landscape group of companies.

John Johnson

jjohnson@ibgbusiness.com

CARWASH SOLUTIONS

Car wash equipment and chemical distributor, dominant in its target markets of Virginia, Maryland, Washington DC, Delaware, Pennsylvania, West Virginia, North Carolina, and South Carolina. across all channels of car wash distribution including retail car washes, petroleum/convenience stores, automotive dealers, vehicle processing facilities, and vehicle care/detail shops. Specializing in installing, remodeling, and servicing of automated car washing systems. CS represents clients.

Tim Atwell

tatwell@ibgbusiness.com

KNOX REGIONAL LABORATORY

An occupational drug and alcohol testing, and safety company was strategically acquired by Your Drug Testing (YBC).

John Johnson

jjohnson@ibgbusiness.com

NATIONAL PRIDE CAR WASHES

Well-known and high-performing chain of 17 car washes, including real estate. With 90 self-service and 21 automatic bays, strategically located in high density metropolitan and suburban areas, the Company is the dominant operator in its market. Reputation, service, and technology have established a loyal and diverse customer base of individual, commercial, public utility, and governmental vehicles.

John Zayac

zayac@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

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

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/producibility engineering solutions.

John Zayac

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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

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

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

HI-PERFORMANCE WASH SYSTEMS

Leading manufacturer, full-service distributor, and supplier of vehicle wash equipment and products across the Rocky Mountain region. The Company, which offers site consultation, construction systems, cleaning fluids, parts, and maintenance on all types of car wash equipment, was acquired by NATIONAL CARWASH SOLUTIONS, through its financial sponsor AEA INVESTORS.

John Zayac

zayac@ibgbusiness.com

MANUFACTURER OF PROPRIETARY SOLENOID VALVES, SOLENOID VALVE OPERATORS AND SOLENOID GC VALVES & COMPONENTS FOR AUTOMATION

A well-established valve manifolds.

John Zayac

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GARRISON MANUFACTURING

Manufactures cylinders, valves, and other complementary products. Makes and sells custom and standard hydraulic cylinders primarily for manufacturers of construction equipment, vehicles, oil rigs, chassis, material handling and industrial equipment in the US and Canada.

John Zayac

zayac@ibgbusiness.com

LEADING ARBORIST AND LANDSCAPE SERVICES

Comprehensive tree service, plant health and landscaping business serving both residential and commercial clients. Family-owned and operated for over 40 years with substantial repeat business from marque clients.

Matt Frye

mfrye@ibgbusiness.com

IT MSP – STILL CONFIDENTIAL

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

CAMELOT NURSERY

Decades more than half a century of successful plant breeding of nursery propagated and grown desert-adapted landscape plants. Patented plants and registered, trademarked plant names have created a lasting presence in the wholesale marketplace. Plant sales to more than 500 commercial customers in more than 10 states.

Lance Meilech

lance@ibgbusiness.com

RECENT AWARDS & RECOGNITIONS

(ANNOUNCED)



Managing Partner
JIM AFINOWICH



Excellence in Investment Banking - USA



2024 Global Awards
IBG Business
Excellence in Investment Banking - USA



2024 Global Awards
Mid-Market Business Sales Service Provider of the Year - USA

AND PROUD MEMBER OF



FOUNDING PRINCIPALS & PARTNERS



Jim Afinowich



John Johnson



John Zayac



Gary Papay



Matt Frye



Robert Latham

ADVISORS



Garry Barnes
Managing Director



Steve Bisbee
Managing Director



Tim Atwell
Managing Associate



Mike Cauley
Managing Director



Troy Stapley
Managing Director



Lance Meilech
Managing Director



Oksana Komarnyckyj
Managing Director



Jim Kuykendall
Managing Director



Sonja Wood
Managing Director

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