

Ligon Industries

Acquisition Criteria

Target size:

- Transaction value between \$10 million and \$100 million
- Sales volume between \$25 million and \$250 million
- Add-on acquisition to an existing business of any size

Business characteristics:

- Manufacturing-based
- Mature, proven products with strong market positions
- Operations based in North America
- Turnarounds are desirable
- Low or modest product liability exposure
- No low cost/high volume foreign competition
- Diverse customer base

Industries of particular interest:

- Hydraulic fluid cylinder manufacturers
- “Smoke-stack” manufacturing companies
- Foundries
- Metal processing
- Metals fabrication

Industries of no interest:

- Any non-manufacturing industry
- High tech manufacturing or products
- Automotive OEM supply

Deal structure:

- 100% ownership (at least significant control position)
 - All cash transaction
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