



Field proven results in business sales and acquisitions since 1986

Offices serving oil & gas business owners across North America. DFW • Tulsa • Tyler • Williamsport
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OIL & GAS INDUSTRY OPPORTUNITIES - Summer 2019

PETROLEUM PROCESS EQUIPMENT MANUFACTURER jjohnson@oilgasadvisor.com

Revenue \$9.0 million EBITDA \$350,000

50-year tenure, blue-chip customers, family ownership constrains growth.

LEADING MANUFACTURER OF INDUSTRIAL VALVES AND FILTRATION SYSTEMS mgreenberg@ibqbusiness.com

Revenue \$11,757,000 EBITDA (ADJ) \$2,370,700

Leading USA developer and manufacturer of high and low pressure control and shut off valves, manifolds, and fittings for use on critical applications to the water, oil & gas, welding, and medical fields. The Company also manufactures high performance filtration systems used in the marine industry. Seasoned management team in place with desire to grow the business. Long-term agreements and exclusive distribution rights with government, private industry, and worldwide distributors. Established, well-recognized brands and products that are protected by proprietary designs with limited data rights. Cleared contractor facility with ITAR export compliance program and high barriers to entry for competitors.

PROCESS EQUIPMENT MANUFACTURER jjohnson@oilgasadvisor.com

REVENUE: \$3,000,000 EBITDA: \$320,000

A manufacturer of professionally engineered, custom designed, heavy-duty industrial processing equipment. Designed to withstand every type of operating condition – offshore, onshore, arid and others. Built to ASME code and applicable API and TEMA specifications. 35-year tenure. Owner is ready to transition and retire. Business operates far below capacity with minimal marketing and is poised to be scaled up.

PROPANE/HEATING OIL DISTRIBUTOR gpapay@oilgasadvisor.com

Revenue: \$10,453,000 Gallons: 3.4 million

Long-time propane & heating oil distributor serving over 8,200 customers in N.E. USA.

STRUCTURED CABLING SYSTEMS INTEGRATOR gpapay@oilgasadvisor.com

Revenue \$3.8 million EBITDA \$1.0 million

Structured cabling systems integrator that installs cable television lines from pole to pole for new locations, extensions and updates to existing locations.





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PRECISION MACHINE WORK

jjohnson@oilgasadvisor.com

Revenue \$1,125,000 EBITDA \$270,000

Production of precision machined products and repair solutions for petroleum equipment and industrial applications. The business operates at about 50% of single shift capacity. It is recovering from oil price shock of 2015 – 2016; pre-oil price bust EBITDA topped \$500K. Minimal marketing and market development leaves excellent growth opportunities. Eight decades of trusted work, producing durable products used in a variety of industries. Retiring owner.

OCCUPATIONAL TESTING AND TRAINING

jjohnson@oilgasadvisor.com

REVENUE: \$1,300,000 EBITDA: \$400,000

A fully functional, state of the art, occupational testing group with emphasis on drug and alcohol testing, and offering other quality occupational health services. Investor owned, it would benefit from active and motivated ownership. Locally operated for over two decades, it has earned an excellent reputation for quality operations, customer service and for providing services delivered by a professional team. This high margin business is scalable and is experiencing strong growth in services to petro plants.

FULL SERVICE HEATING OIL/PROPANE/HVAC DISTRIBUTOR

gpapay@oilgasadvisor.com

Revenue \$28,605,000 Gallons 9,241,000

Full service petroleum/propane/HVAC distributor in PA.

PROPANE DIVISION

dhankins@oilgasadvisor.com

Revenue \$750,000 Adjusted EBITDA \$225,000

Two truck operator in Texas

DRILLING FLUIDS DISTRIBUTOR

dhankins@oilgasadvisor.com

Turnaround – Revenues \$500K down from \$2.5MM

ELECTRICAL CONTRACTOR

dhankins@oilgasadvisor.com

Revenue -\$1.3MM – SDE \$250

HEAVY INDUSTRIAL MAINTENANCE, FABRICATING, AND MACHINING

kchapman@oilgasadvisor.com

REVENUE: \$33 Million EBITDA: \$3.2 Million

Company provides heavy industrial maintenance, fabrication, and machining services, both in-house and in the field to meet the needs of primarily the mining, heavy steel fabrication, and energy industries. The Company currently has two locations domestically, which cover the U.S. and Canada.

#8T205 ELECTRONIC SYSTEMS INTEGRATOR

jjohnson@oilgasadvisor.com

Revenue: \$8 Million EBITDA: \$1.4 Million

Commercial and industrial electronic monitoring and alerts systems: analysis, design, installation, service, training & monitoring. High end commercial customers. Long standing leader in its market.





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9TGP301 OILFIELD SERVICES

jjohnson@oilgasadvisor.com

Revenue \$4 Million

EBITDA \$2.3 Million

Well established mid-continent oilfield service company. Truck services, pipe handling and site management.





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DEALS IN THE PIPELINE FOR FUTURE MARKETING

HEATING OIL, PROPANE & HVAC DISTRIBUTOR

gpapay@oilgasadvisor.com

Gallons 6.0 million

Customer Base: 4,800 customers

Longtime family owned and operated heating oil, propane and HVAC distributor in PA.

SOLAR BUSINESS BASED IN SOUTHWEST

Imeitech@ibgfoxfin.com

2015 Revenues \$24,500,000

Well established business looking to go to the next level. 2016 YTD though Q3 Net Income (Unadjusted), \$1.75 million.

LUMBER & BUILDING MATERIALS DISTRIBUTOR & MANUFACTURER

gpapay@oilgasadvisor.com

Revenue \$12,602,000 EBITDA \$1,200,000

Successful lumber & building materials distributor and manufacturer serving large and small contractors, remodelers, and DIY market since 1986. Full line lumber & building materials, custom millwork & doors, kitchen design center. 50,000 sf facility on 33.5 acres.





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BUYER SEARCHES/ENGAGEMENTS

PROPANE DISTRIBUTORS

gpapay@oilgasadvisor.com

Industry buyer searching for propane distributors anywhere in the USA or Canada.

PROPANE DISTRIBUTORS

dhankins@oilgasadvisor.com

Industry buyer searching for million gallon + propane distributors in the southwest US.

VALVES, FITTINGS, PUMPS, & OILFIELD MFG

jjohnson@oilgasadvisor.com

Revenues \$1 MILLION TO \$50 MILLION

Stable businesses with identifiable growth opportunities and solid transferable value parameters.

HEATING OIL DISTRIBUTORS

gpapay@oilgasadvisor.com

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

INDUSTRIAL MANUFACTURER OR DISTRIBUTOR

jjohnson@oilgasadvisor.com

EBITDA to \$3 million

Family investment group seeks central US acquisition to buy and run.

HEATING OIL/HVAC DISTRIBUTOR

gpapay@oilgasadvisor.com

Exclusive Agency Agreement to acquire a \$2.1 million heating oil & HVAC distributor in N.E. PA.





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RECENT SALES

WARREN FIRE EQUIPMENT, INC.

Long-time family owned fire equipment company has been acquired by **MUNICIPAL EMERGENCY SERVICES**.

gpapay@oilgasadvisor.com

CITADEL TECHNOLOGIES

Engineered composites products manufacturing – integrity solutions for pipe and pipeline problems has been acquired by Clock Spring.

ijohnson@oilgasadvisor.com

O&G ENERGY, LLC

A natural gas pipeline and processing company was acquired by **KENTUCKY PROCESSING PLANT 2**.

gpapay@oilgasadvisor.com

PERRY'S OIL SERVICE, INC.

A heating oil, propane and HVAC distributor has been acquired by **OSTERMAN PROPANE**.

gpapay@oilgasadvisor.com

SELECT ENGINEERING

An energy process engineering and construction management firm was acquired by **ISTI Plant Services**.

ijohnson@oilgasadvisor.com

ATLANTIC COAST ENERGY

A heating oil and propane distributor has been acquired by **OSTERMAN PROPANE**.

gpapay@oilgasadvisor.com

ROTOHAMMER INDUSTRIES

A manufacturer of valve wheels and chain driven wheels for the petrochemicals industry has been acquired by Rotork.

ijohnson@oilgasadvisor.com

SMART CLICK ENERGY

An online energy marketplace company has been acquired by **SHIPLEY ENERGY**.

gpapay@oilgasadvisor.com

JAY GRESS, INC.

A petroleum distributor has been acquired by **SHIPLEY ENERGY**.

gpapay@oilgasadvisor.com

F.M. OPPEL

A heating oil distributor and water hauling business was acquired by **FIRST ENERGY CONSULTANTS**.

gpapay@oilgasadvisor.com

CTR SUPPLY, INC.

A propane distributor has been acquired by **AMERIGAS PROPANE, INC.**

gpapay@oilgasadvisor.com

KLINGER LUMBER COMPANY, INC.

A lumber and building material distributor has been acquired by **YOUR BUILDING CENTERS (YBC)**.

gpapay@oilgasadvisor.com

APSCO

A manufacturer of pneumatic hardware, cylinders and controls for heavy equipment.

ijohnson@oilgasadvisor.com





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YOUNG OIL TOOLS

A manufacturer of oilfield valves and hardware.

jjohnson@oilgasadvisor.com

REMCO CLAMPS

A product line of tubular clamps and repair seals.

jjohnson@oilgasadvisor.com

PETERS BOTTLED GAS, INC.

A propane distributor has been acquired by **KOPPY'S PROPANE**.

gpapay@oilgasadvisor.com

1st PROPANE OF NORTH TEXAS

A full-service propane retailer was acquired by **UNITED PROPANE OF TEXAS**.

dhankins@oilgasadvisor.com

G. NASE AND SON, INC.

A full-service petroleum/HVAC distributor was acquired by Clyde S. Walton, Inc.

gpapay@oilgasadvisor.com

WEAVER FUELS

A full-service heating oil/HVAC distributor was acquired by TEXNJ Energy, LLC.

gpapay@oilgasadvisor.com

NORTHAMPTON FARM BUREAU-PETROLEUM DIV.

A full-service petroleum distributor was acquired by Tolino's Fuel Service, Inc.

gpapay@oilgasadvisor.com

MOUNTAIN FUELS

A full-service petroleum distributor was acquired by Tolino's Fuel Service, Inc.

gpapay@oilgasadvisor.com



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