



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 - Fall 2019

PETROLEUM PROCESS EQUIPMENT MANUFACTURER jjohnson@oilgasadvisor.com

Revenue \$7.0 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 - UNDER LOI

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.

FULL-SERVICE HEATING OIL/PROPANE/HVAC DISTRIBUTOR - UNDER LOI

gpapay@oilgasadvisor.com

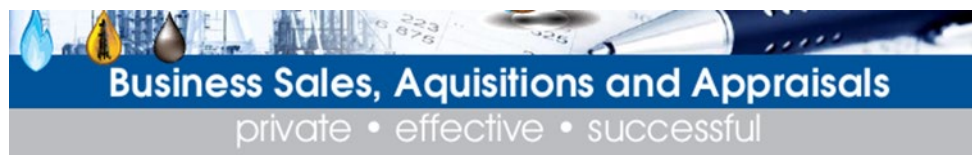
Revenue \$28,605,000 Gallons 9,241,000

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





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Propane Distributor – Cylinder Exchange and Bulk

Revenue \$4,600,000 Adjusted EBITDA \$540,000

Gallons sold 1,975,000

Family owned companies for over 30 years in the Southwest.

dhankins@oilgasadvisor.com

DRILLING FLUIDS DISTRIBUTOR

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

dhankins@oilgasadvisor.com

ELECTRICAL CONTRACTOR

Revenue -\$1.3MM – SDE \$250

dhankins@oilgasadvisor.com

HEAVY INDUSTRIAL MAINTENANCE, FABRICATING, AND MACHINING

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.

kchapman@oilgasadvisor.com

#8T205 ELECTRONIC SYSTEMS INTEGRATOR - UNDER LOI

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.

ijohnson@oilgasadvisor.com

9TGP301 OILFIELD SERVICES

Revenue \$4 Million EBITDA \$2.3 Million

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

ijohnson@oilgasadvisor.com

INDUSTRIAL MACHINERY DISTRIBUTOR & MANUFACTURER

Revenue \$24,947,000 EBITDA \$785,000

Well established industrial machinery distributor and manufacturer servicing the USA and abroad. The company offers quality new and used machines along with a wide variety of quality machine parts and supplies with worldwide shipment.

gpapay@oilgasadvisor.com

COMMERCIAL FUELING DISTRIBUTOR

Revenue \$49,551,000 EBITDA \$3,000,000

Commercial fueling company serving the Marcellus Gas Industry and other commercial businesses.

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DEALS IN THE PIPELINE FOR FUTURE MARKETING

SOLAR BUSINESS BASED IN SOUTHWEST

Imeilech@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

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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

SUMMIT INDUSTRIAL & SOLUTIONS

jjohnson@oilgasadvisor.com

Developer and manufacturer of proprietary chemical formulations for cleaning, sanitation, and industrial solutions has been acquired by **CARROLL CLEAN**.

KNOX REGIONAL LABORATORY

jjohnson@oilgasadvisor.com

Occupational drug, alcohol, and safety testing and laboratory was acquired by **YOUR DRUG TESTING**.

WARREN FIRE EQUIPMENT, INC.

gpapay@oilgasadvisor.com

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

CITADEL TECHNOLOGIES

jjohnson@oilgasadvisor.com

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

O&G ENERGY, LLC

gpapay@oilgasadvisor.com

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

PERRY'S OIL SERVICE, INC.

gpapay@oilgasadvisor.com

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

SELECT ENGINEERING

jjohnson@oilgasadvisor.com

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

ATLANTIC COAST ENERGY

gpapay@oilgasadvisor.com

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

ROTOHAMMER INDUSTRIES

jjohnson@oilgasadvisor.com

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

SMART CLICK ENERGY

gpapay@oilgasadvisor.com

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

JAY GRESS, INC.

gpapay@oilgasadvisor.com

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

F.M. OPPEL

gpapay@oilgasadvisor.com

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

CTR SUPPLY, INC.

gpapay@oilgasadvisor.com

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





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KLINGER LUMBER COMPANY, INC.

gpapay@oilgasadvisor.com

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

APSCO

jjohnson@oilgasadvisor.com

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

YOUNG OIL TOOLS

jjohnson@oilgasadvisor.com

A manufacturer of oilfield valves and hardware.

REMCO CLAMPS

jjohnson@oilgasadvisor.com

A product line of tubular clamps and repair seals.

PETERS BOTTLED GAS, INC.

gpapay@oilgasadvisor.com

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

1st PROPANE OF NORTH TEXAS

dhankins@oilgasadvisor.com

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

G. NASE AND SON, INC.

gpapay@oilgasadvisor.com

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

WEAVER FUELS

gpapay@oilgasadvisor.com

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

NORTHAMPTON FARM BUREAU-PETROLEUM DIV.

gpapay@oilgasadvisor.com

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

MOUNTAIN FUELS

gpapay@oilgasadvisor.com

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





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