



Field proven results in business sales and acquisitions since 1986

Offices serving oil & gas business owners across North America
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CURRENT OPPORTUNITIES

INDUSTRIAL SUPPLY – SALES AND SERVICE

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Revenue \$54,000,000 EBITDA \$5,000,000

Leading Industrial Supply – Sales and Service Company with a diversified business model and efficient operating procedures in place. Strong customer loyalty providing superior service and demonstrating expertise in flow control and measurement.

SWIMMING POOL CONSTRUCTION

dhankins@oilgasadvisor.com

Revenue \$8,000,000 EBITDA \$900,000

Texas.

PRECISION METALS MANUFACTURER

gpapay@oilgasadvisor.com

Revenue (TTM) \$16,597,000 EBITDA (TTM) \$3,402,000

Leading Industrial Metal Manufacturing and Engineering Company delivering high-quality custom metal fabrication and precision machining services to a diverse range of industries.

PROPANE, HEATING OIL, & HVAC DISTRIBUTOR - PA

gpapay@oilgasadvisor.com

Revenue \$5,647,000 EBITDA \$978,000

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

LUMBER & BUILDING MATERIALS DISTRIBUTOR & MANUFACTURER

dhankins@oilgasadvisor.com

Revenue \$21,741,000 EBITDA \$3,412,000

Successful lumber & building materials distributor and manufacturer serving large and small contractors, remodelers, and DIY market.

NICHE INDUSTRIAL MANUFACTURER

mfrye@ibqbusiness.com

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.

SPECIALTY GLAZING PRODUCTS / WINDOW CONTRACTOR

(Design, Manufacture and Install)

dhankins@oilgasadvisor.com

Revenue \$3,078,718 EBITDA \$941,167

Leading commercial specialty glazing contractor with design, manufacturing, and installation capabilities.

HEAVY SPECIALTY MANUFACTURING FOR ENERGY AND AGRICULTURAL INDUSTRY

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Revenue \$750,000 EBITDA \$100,000

Add on business for established machining operators.





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LUMBER & BUILDING MATERIALS DISTRIBUTOR – NY – UNDER LOI

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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.





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DEALS IN THE PIPELINE FOR FUTURE MARKETING

PAVING & CONSTRUCTION CONTRACTOR

Revenue \$9,000,000 EBITDA \$2,500,000

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Well established contractor serving government market in numerous construction areas and installations. Working as prime and subcontractor for over two decades, the firm has the processes and resources to generate revenues nearly twice its recent history.

ENVIRONMENTAL REMEDIATION & SITE CONTRACTOR

Revenue \$22,054,000 EBITDA \$4,367,000

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

TALENT & MODEL SPECIALISTS

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

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OILFIELD SERVICES

HAULING, TREATING, SALTWATER DISPOSAL

Revenue \$4,100,000 EBITDA \$1,800,000

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Well established service with solid equipment set. Trucks, trailers, tanks, treating equipment.

PETROLEUM, PROPANE & CONVENIENCE STORE COMPANY

Revenue: \$54,000,000

Gallons: 20 million

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

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PROPANE COMPANY

Revenue: \$11,000,000

Gallons: 5 million

Longtime family owned and operated petroleum and propane distributor plus 1 convenience store in Texas.

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PETROLEUM, PROPANE, & LUBRICANT DISTRIBUTOR

Revenue \$146,000,000 EBITDA \$3,925,000

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Petroleum, propane & lubricant distributor serving 5,800 customers since 2009.

ENERGY TRANSPORTATION CARRIER

Revenue \$52,451,000 EBITDA \$10,857,000

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Long time family-owned transportation business with advanced logistics technology.





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GRAIN ELEVATOR COMPANY

Revenue \$25,000,000 EBITDA \$1,250,000
Texas.

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OIL FIELD DOWNHOLE TOOL COMPANY

Revenue \$5,000,000 EBITDA \$1,100,000
Texas.

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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.

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

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.

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Revenues \$1 MILLION TO \$50 MILLION

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HEATING OIL DISTRIBUTORS

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

INDUSTRIAL MANUFACTURER OR DISTRIBUTOR

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EBITDA to \$3 million

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





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RECENT SALES

MOBILE LIFE SUPPORT SERVICES, INC.

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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.

COLLINS COMMUNICATIONS, INC.

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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.

MATTHEWS FUEL SERVICE, INC.

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

PAUL C. EMERY CO.

gpapay@oilgasadvisor.com

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

KENNEDY INSULATION GROUP

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A manufacturer of reflective insulation was acquired by FiFoil, a portfolio company of Validor Capital.

HERMANC MACHINE COMPANY

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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.

SNYDER FUELS, INC.

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Snyder Fuels, Inc., a petroleum & lubricant distributor, was acquired by JJ Powell, Inc., a petroleum, lubricant, and propane distributor.

LESTER W. ERB, INC. DBA BUCHANAN & ERB

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

SKINNER BROTHERS COMPANY

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A manufacturer and distributor of oilfield fittings has been acquired by Young Energy Products.

RHJ PARTICIPATIONS B.V.

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European distributor of products used in petrochemical installations. Strategic acquisition by CIT Technologies Europe B.V.





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G .W. EHRHART, INC.

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

SNEDEKER OIL COMPANY, INC.

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

SUMMIT INDUSTRIAL & SOLUTIONS

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

KNOX REGIONAL LABORATORY

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

CITADEL TECHNOLOGIES

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

SELECT ENGINEERING

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

ROTOHAMMER INDUSTRIES

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

1st PROPANE OF NORTH TEXAS

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

RATH PROPANE – TEXAS

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A full-service propane retailer was acquired by **Symark Energy**.

GULF COAST LIQUIFIED PETROLEUM GAS CO. – TEXAS

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A full-service propane retailer was acquired by **Wells Propane, Inc.**

YOUNGBLOOD OIL – TEXAS

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A Fuels Distributor was acquired by a subsidiary of **LOUTEX Contractors, Inc.**





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