

# KASPER & ASSOCIATES

---

6410 SOUTHWEST BLVD., SUITE 224  
FORT WORTH, TEXAS 76109-3998  
817/738-4220 FAX 817/738-8932  
[www.kasperassociates.com](http://www.kasperassociates.com)

## WHO WE ARE

**Kasper & Associates (K&A) was founded in 1984 to fill a void in the merger/acquisition field** that was particularly acute in the Fort Worth/Dallas metropolitan area, as well as in North and Central Texas.

Our firm's principals and associates have **many years of managerial experience in giant and medium-sized businesses.** Such experience provides the foundation for business brokerage attuned to the needs of today's business owners. **K&A has facilitated 250+ transactions.**

K&A Merger/Acquisition Specialists' business backgrounds--manufacturing, marketing, sales, personnel, new product development, and merger/acquisition activities--help greatly in relating **well to both owners and buyers. This helps in making things happen for our clients.**

In addition to traditional financial analysis, K&A has the **rare ability to detect and evaluate hidden assets and liabilities** of a company, such as strengths/weaknesses of key managers, the competitive environment, etc.

## WHAT WE DO

As merger/acquisition specialists, our function is to **sell medium-sized, privately owned manufacturing, distribution, and service businesses** and to **assist potential buyers in finding and acquiring** such businesses.

The selling prices of such companies range from \$700,000 to \$35,000,000, with **sales revenues from \$1,000,000 to \$70,000,000.** These "medium-sized" businesses are typically overlooked or simply underserved by Wall Street and are too large for local business brokers to handle. **This void in the merger/acquisition field is addressed by K&A.**

K&A provides guidance to sellers regarding such things as market value of a business, structuring the deal, sources for asset appraisals, financially qualifying buyers, etc. We assist buyers regarding sources for financing, preparing a formal offer, etc. We do not charge additional fees for these services.

Celebrating 25 Years of Making Connections...Creating Results

*Providing Professional Business Services Since 1984*

---

MERGERS & ACQUISITIONS · INVESTMENTS · BUSINESS BROKERAGE

## **HOW WE OPERATE**

K&A specializes in representing **sellers** on an **exclusive** basis. However, we sometimes represent buyers on a retainer basis if a situation dictates it. It is much harder to find good businesses to sell at a reasonable price than to find qualified buyers. **Client leads come from referrals--from CPA's, financial planners, bankers and other financing professionals, attorneys, buyers or sellers we have previously dealt with**, people we know in the community, "word of mouth," and other merger/acquisition specialists.

**While K&A doesn't contact buyers in order to represent them**, we obviously **need a wide range of potential buyers**. K&A's continually growing buyer database contains not only lists of buyers, but also information as to financial capability, management preferences, market and product preferences, etc. CPA's are a major source of prospective buyers, especially the bigger firms with their nationwide networks.

While we often match a seller and buyer on our own, K&A has fee splitting agreements with several other professional merger/acquisition specialists in other metropolitan areas of the United States. Hence, **K&A provides a company being sold both national and international exposure** when it is warranted.

The Sellers' companies K&A represents **tend to be located in North and Central Texas**. Buyers are located across the United States as well as in other countries.

K&A's initial presentation of a client company to potential buyers is usually by means of a one-page profile, which describes the business, but does not reveal its identity. This profile is distributed directly to potential buyers and indirectly through our network of referral contacts.

K&A takes great pains to **protect the confidentiality** of a client company being sold. We camouflage the identity of the selling company until a potential buyer has signed a **Confidentiality Agreement** and has demonstrated the current financial ability to complete the specific transaction.

Potential buyers who have passed this screening then receive our **detailed Acquisition Analysis Report** on the business. This is a **multi-page report** (developed by K&A) that contains key information in a concise format. Those who have a high degree of interest will visit the facility, meet the owners, and promptly proceed through the familiarization phase so that a written offer to purchase can be made. **All of these activities are orchestrated by K&A.**

We are proud of our track record in assisting clients in realizing the highest financial return and personal satisfaction in the sale of their business – one of the most important times in a business owner's professional career.

## KASPER & ASSOCIATES -- PROFILES

### **Ed Kasper**

Ed Kasper is founder and has been Managing Partner of Kasper & Associates since its inception in 1984. Formerly he has been owner and Chief Executive Officer of various manufacturing companies, primarily in the metals industry. Mr. Kasper is a well-known North Texas business leader who has served on numerous business, civic and church boards, and is frequently quoted in publications. In 2005, he was recognized by the *Fort Worth Business Press* for his influence in the lives and careers of others by offering guidance and support. Mr. Kasper's undergraduate degree is from the University of Texas - Austin where he participated in intercollegiate athletics. He holds an M.B.A. from Texas Christian University.

---

### **Layne Kasper**

Layne Kasper is a Managing Partner of Kasper & Associates since 1997. Formerly a Captain in the United States Air Force, Mr. Kasper acquired extensive management and organizational development experience. In 2002, Mr. Kasper was recognized by the *Fort Worth Business Press* as a "40 Under 40" award recipient for outstanding business and civic achievement. Mr. Kasper received his B.S. from the United States Air Force Academy and his M.B.A. with highest honors from the University of Dallas.

---

### **Pat Higgins**

Pat Higgins is a Senior Associate of Kasper & Associates since 1998. Formerly with IBM for 25 years, Mr. Higgins has had extensive experience working with manufacturing, distribution and service companies primarily focusing on the petroleum, electronics and high-tech industries. Mr. Higgins has provided volunteer services to the M. J. Neeley School of Business at Texas Christian University assisting medium-sized businesses in strategic planning. Mr. Higgins received his B.B.A from the University of North Texas, and an M.B.A. from Texas Christian University.

---

### **Lud Jones**

Lud Jones is a Senior Associate of Kasper & Associates since 2002. A CPA since 1967, Mr. Jones has 25 years experience in the asset management and insurance consulting business. He has served as Chief Financial Officer, legal counsel, and insurance risk manager for major real estate development projects in Fort Worth. Mr. Jones received his B.S. from the Wharton School at the University of Pennsylvania and his J.D. from the University of Texas-Austin.

---

### **Charlie Marshall**

Charlie Marshall is a Senior Associate of Kasper & Associates since 2004. Involved in the aerospace and industrial sectors for over 40 years, Mr. Marshall was President and Chief Executive Officer of Stratoflex, a public company based in Fort Worth, and continued as President after the company's acquisition by Parker Hannifin Corporation. Mr. Marshall received his business degree from the University of Texas at Arlington and UT-Austin, and is a graduate of the Financial Business College and Executive Development College at Texas A&M University.

---

### **Dave Newell**

Dave Newell is a Senior Associate of Kasper & Associates since 1998. Involved in real estate development for over 20 years, Mr. Newell was owner and general partner of Fort Worth's Newell and Newell industrial park and residential development firm. He has senior management experience with manufacturing companies, and specializes in innovative financing activities. Mr. Newell received his B.B.A. from the University of Texas at Arlington, and his M.B.A., M.A. and PhD. from the University of Houston.

---

### **Dennis Tewell**

Dennis Tewell is a Senior Associate of Kasper & Associates since 2007. He has served as CEO of several manufacturing and consumer products companies. A seasoned leader with extensive corporate renewal and turn-around experience, Mr. Tewell has a proven ability to guide organizations to new levels by significantly improving operations and increasing profitability. In 1993 Mr. Tewell completed a distinguished 25-year career as a Colonel in the United States Air Force, including flying combat missions in Southeast Asia, commanding two Air Force Wings, and serving as Chief of Staff of the 15<sup>th</sup> Air Force. Mr. Tewell earned his B.B.A. from Texas A&M University and his Master of Arts from Louisiana Tech University.

---

### **Tony Ford**

Tony Ford is a Senior Associate of Kasper & Associates since 2008. Mr. Ford has over 25 years experience in creating high-growth organizations in manufacturing, wholesale distribution, B2B sales and hospitality sectors. He has served as the founding Executive Director of the Fort Worth Business Assistance Center, Entrepreneur-in-Residence for the Kauffman Foundation and has won both the Ernst & Young Entrepreneur of the Year Award and the SBA Exporter of the Year Award. He earned his B.S. from Oklahoma State University and attended graduate school in Education at Southwestern Baptist Theological Seminary.

## PROFESSIONAL REFERENCES

**Client:** **Jim Marshall**  
(Seller) 2216 Hawthorne  
Fort Worth, Texas 76110  
Phone: 817/927-5859  
E-mail: jmarshall3@sbcglobal.net

**Client:** **Randall Horton, CEO**  
(Seller) The Finial Company, Ltd.  
8939 Directors Row  
Dallas, Texas 75247  
Phone: 214/678-0805

**Client:** **Mike Powell**  
(Seller) 10509 Cromwell Grove Terrace  
Orlando, Florida 32827  
Phone: 407/222-0959

**Client:** **Paul Wehba, Vice President**  
(Buyer) Bar-W Meat Co.  
P.O. Box 7832  
Fort Worth, Texas 76111  
Phone: 817/831-0051  
E-mail: paulw@barwmeat.com

**Client:** **Jack Koslow, Owner**  
(Buyer) Leito's Supply, Inc.  
4333 E. Loop 820 South  
Fort Worth, Texas 76119  
Phone: 817/451-8032

**Client:** **John D. Willbanks, Jr., Owner**  
(Seller) Anchor Fabrication Corp.  
& 1200 Lawson Road  
(Buyer) Fort Worth, Texas 76131  
Phone: 817/232-4575  
www.anchorfabrication.com

**Client:** **John C. Taylor, Owner**  
(Buyer) Fort Worth F&D Head Co.  
3040 Peden Road  
Fort Worth, Texas 76179  
Phone: 817/236-8773  
www.fwfdhead.com

**Professional:** **Bill Thornton, President**  
Fort Worth Chamber  
777 Taylor Street, Suite 900  
Fort Worth, Texas 76102  
Phone: 817/336-2491, Ext. 234  
www.fortworthcoc.org

**Banking:** **Cee Yager, President**  
Worthington National Bank  
500 Main Street  
Fort Worth, Texas 76102  
Phone: 817/303-1205  
E-mail: ceeyager@worthingtonbank.com

**Legal:** **Michael L. Peck, Partner**  
Brown, Dean, Wiseman, Procter,  
Hart & Howell, L.P.  
306 West 7th Street, Suite 200  
Fort Worth, Texas 76102  
Phone: 817/332-1391  
E-mail: mpeck@browndean.com