

# KASPER & ASSOCIATES

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## 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 and ownership experience**. Such experience provides the foundation for a business brokerage and M&A firm attuned to the needs of today's business owners. **Since its inception K&A has facilitated over 300 transactions.**

K&A's merger and acquisition specialists' business backgrounds--manufacturing, wholesale distribution, marketing, sales, personnel, new product development, and M&A 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. This ability enables K&A to properly determine a company's market value and negotiate the best deal for both sides in a transaction.

## WHAT WE DO

As merger and 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 and 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.

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*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. **Client leads typically come from referrals--from CPA's, financial advisors, 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 M&A 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.

While we often match a seller and buyer on our own, K&A has fee splitting agreements with several other M&A firms and business brokers in other 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. (817/738-4220, ext. 103)

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### **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. (817/738-4220, ext. 102)

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### **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. (817/738-4220, ext. 106)

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### **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. (817/738-4220, ext. 105)

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### **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. (817/271-2179)

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### **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. (817/738-4220, ext. 107)

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## **PROFESSIONAL REFERENCES**

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**Client: Paul Wehba, Vice President**  
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**Client: John D. Willbanks, Jr., Owner**  
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