

STRONG AEROSPACE INTEREST CONTINUES

Andrews Tool Company (ATC), an Arlington, Texas manufacturer of Power Feed machinery used by airframe companies, has been sold by Kasper & Associates (K&A). Super advisory work was provided by Lud Jones of K&A so that all parties including the ATC Owner (widow of company founder), ATC's General Manager and the new Owner are quite satisfied with K&A's efforts. During K&A's marketing approach, **27** private investors and strategic buyers signed Non-Disclosure Agreements. This buyer response is a continuing indication that the market for Texas companies is "off the charts".

Critical Factors which spurred interest in ATC:

- Consistently strong earnings for past 5 years
- Proprietary products offered at competitive price points
- Long-term reputation for providing superior customer service
- Highly skilled employees remaining after sale

Recommendations by K&A:

- Use of two IRS approaches to avoid most "double taxation" on the Sale of Assets
- Restructure of marketing approach
- Pursuit of gold mine of opportunities in International markets

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P.S. Announcements are sent to provide current Lone Star State M&A market information. As a side note, ATC's owner was referred to K&A by a trusted advisor. Receiving such referrals is the single most important factor in our continuing success since 1984. We strive to uphold the trust placed in us by those who recommend Kasper & Associates to their friends, family members or clients.

Ed Kasper
Founding Partner

Providing Professional Business Services Since 1984