

## **REMARKABLE BUYER RESPONSES**

Perfect Score Technologies (PST), a Dallas glass processing equipment manufacturer, was sold by Kasper & Associates (K&A) for **17.2% above list price**. During K&A's marketing efforts, **104** private investors and strategic buyers signed Non-Disclosure Agreements. This exceptional response is a clear indication that the market for Texas companies is "off the charts".

**Critical Factors** which generated astounding interest in PST:

- Strong growth in earnings for past 3 years
- Established and recently introduced proprietary products
- Excellent reputation with customers
- Desirable broad-based customer list
- Enthusiastic key management remaining after sale

**Recommendations** (by K&A) implemented by Client:

- Upgraded facility (primarily office area)
- New engineering staff hire provides expanded, continuing capability for maintaining state-of-the-art product offerings.

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**P.S.** Announcements are sent to provide current Lone Star State M&A market information. As merger and acquisition advisors since 1984, K&A's role is to assist clients in establishing appropriate exit strategies, to provide trustworthy guidance throughout the ensuing sales process and to produce benefits which result from clients harvesting their equity.

Ed Kasper  
Founding Partner