
**MIDDLE MARKET
INVESTMENT BANKING &
INVESTMENT CAPITAL SERVICES**

LAUX & COMPANY
INVESTMENT BANKERS

LAUX CAPITAL
INVESTMENT CAPITAL



We are pleased to present Laux & Company, Investment Bankers (“Laux”) and Laux Capital, Investment Capital (“Laux Capital”). The following presentation highlights our professional team and its experience in providing value-added services to our clients in the middle-market sector.

- I. INTRODUCTION TO LAUX & COMPANY AND LAUX CAPITAL
- II. INVESTMENT BANKING AND INVESTMENT CAPITAL CAPABILITIES
- III. LAUX & COMPANY PROFESSIONAL TEAM
- IV. SELECTION OF COMPLETED TRANSACTIONS
- V. CLIENT TESTIMONIALS



INTRODUCTION

ABOUT US

Laux & Company is a boutique investment-banking firm specializing in providing middle market, privately-held companies with comprehensive financial and strategic advisory services.

Laux Capital is an affiliated investment company of Laux formed in July, 2002 to assist buyers in completing their capital needs with mezzanine and equity funds. Laux Capital also assists companies with recapitalization opportunities for strategic growth and add-on acquisitions.

OUR CAPABILITIES

Our professional team has over 80 years of combined investment banking experience. The firm has completed over 90 transactions since its inception in July, 1994, with a 90%+ success rate. Laux personnel have closed in excess of \$1 billion in mergers & acquisitions advisory services over the past 30 years, including, in many cases, the structure and placement of debt, mezzanine and equity to complete these transactions.

LAUX & COMPANY – ADVISORY SERVICES

- Sell-Side Mergers & Acquisitions
- Buy-Side Mergers & Acquisitions
- Private Placements
- Distressed Transactions
- Strategic Advisory – Shareholder Value Assessments

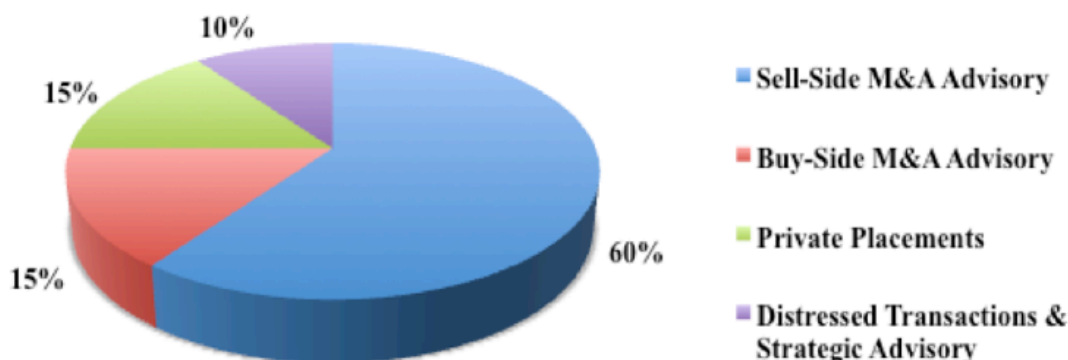
LAUX CAPITAL – DIRECT INVESTMENTS

- Mezzanine financing
- Preferred Equity
- Common Equity



BROAD TRANSACTION EXPERIENCE *

Laux & Company approaches each engagement with a unique and individualized process, custom tailoring our services to meet the client's needs and help them achieve their business objectives. Our team has extensive deal experience covering a broad range of transaction types.



DIVERSE INDUSTRY EXPERIENCE *

Laux & Company has advised clients across a diverse mix of industries with specific experience in each of the following areas:

- | | |
|--|---|
| <input type="checkbox"/> Asphalt Emulsions | <input type="checkbox"/> Manufacturing |
| <input type="checkbox"/> Automotive | <input type="checkbox"/> Marketing Services |
| <input type="checkbox"/> Building Materials | <input type="checkbox"/> Metals & Metals Processing |
| <input type="checkbox"/> Ceramics | <input type="checkbox"/> Pharmaceuticals |
| <input type="checkbox"/> Consumer Products | <input type="checkbox"/> Plastics |
| <input type="checkbox"/> Conveyor Systems | <input type="checkbox"/> Point of Purchase Displays |
| <input type="checkbox"/> Distribution | <input type="checkbox"/> Publishing |
| <input type="checkbox"/> Electrical Components | <input type="checkbox"/> Recreational Vehicles |
| <input type="checkbox"/> Food | <input type="checkbox"/> Recycled Rubber |
| <input type="checkbox"/> Foundry | <input type="checkbox"/> Retail |
| <input type="checkbox"/> Green Energy Technologies | <input type="checkbox"/> Signage Products |
| <input type="checkbox"/> Industrial Equipment | <input type="checkbox"/> Steel Service Center |
| <input type="checkbox"/> Leasing | <input type="checkbox"/> Trucking |
| <input type="checkbox"/> Leather Tanning | <input type="checkbox"/> Wire Products |
| <input type="checkbox"/> Logistics Services | <input type="checkbox"/> Wood Products |

* Based upon the number of transactions completed since the inception of the firm.



OUR COMMITMENT TO OUR CLIENTS

At Laux & Company, we are uncompromising in our pursuit of excellence, especially in the area of client service. It is our mission to serve our clients and investors with the highest level of quality, professionalism, honesty and integrity. We utilize creative thinking, coupled with our superior technical and advisory skills, to maximize the value added proposition in each of our engagements and investments.

VALUE-ADDED DIFFERENCE

- *Experience* – Our professional team has over 80 years of combined investment banking experience.
- *Reputation* – Laux & Company has a strong track record of success in the Midwest, completing over 90 middle market transactions since its inception and over 200 completed transactions over the combined careers of our professional staff.
- *Professional Approach* – We provide superior quality service delivered by a team of senior level bankers.
- *Knowledge* – Our advanced technical skills and extensive network database of companies and capital sources are utilized to maximize client objectives.
- *Research Capabilities* – We offer the highest-level, thorough research capabilities, utilizing the most current online resources; our extensive proprietary network of industry contacts; and our macroeconomic, qualitative, and quantitative analytical expertise.
- *Independence* – We offer objective advice to clients with no affiliation to other institutions.



SELL-SIDE MERGERS & ACQUISITIONS ADVISORY

THE STRATEGY

The sale of a business or controlling position to a strategic or financial buyer.

OUR ROLE

Laux acts as financial advisor throughout the sale process by:

- ☐ Performing a valuation of the entity utilizing standard investment banking valuation methodologies.
- ☐ Preparing a confidential information memorandum describing the compelling reasons for investing in the Company, which is presented by Laux to potential buyers or investors.
- ☐ Utilizing our research capabilities to identify appropriate strategic and/or financial buyers.
- ☐ Creating a competitive environment.
- ☐ Organizing and supervising the marketing process.
- ☐ Overseeing and coordinating the due diligence process.
- ☐ Negotiating the final terms of the transaction agreement, including price and structure.
- ☐ Providing post-transaction strategic, financial and operational advice.



BUY-SIDE MERGERS & ACQUISITIONS ADVISORY

THE STRATEGY

Strategic acquisition(s) designed to increase the Company's ability to meet management and owners' performance expectations, such as increased market share, expanded product or manufacturing capabilities and improved earnings.

OUR ROLE

Laux acts as your financial advisor throughout the acquisition process by:

- ☐ Working with management to determine appropriate characteristics for a potential acquisition.
- ☐ Identifying and recommending potential acquisitions which meet management's strategic and financial benchmarks.
- ☐ Performing a valuation of the target using standard investment banking methodologies, which are then used as the foundation for negotiations.
- ☐ Organizing and conducting critical due diligence meetings designed to uncover the strengths and weaknesses of the target.
- ☐ Negotiating the final purchase price and terms.
- ☐ Providing transaction structure and financing advice, so as to properly capitalize the acquired entity.



PRIVATE PLACEMENTS

THE STRATEGY

The raising of equity, mezzanine, subordinated debt, or senior debt capital in the private and institutional marketplace to fund an acquisition, restructure the Company's balance sheet, to fund internal growth and/or to provide shareholder liquidity.

OUR ROLE

Laux acts as your financial advisor in privately placing equity and debt capital by:

- ☐ Analyzing the Company's current capital structure and business plan, and determining the optimal capital structure.
- ☐ Preparing a confidential financing memorandum used to market the investment to a carefully targeted list of institutional investors.
- ☐ Contacting potential investors and presenting the compelling reasons to invest in the Company.
- ☐ Evaluating proposals and recommending the alternative that best meets the Company's objectives.
- ☐ Negotiating all terms and covenants with the selected investor, so as to maximize the Company's financial flexibility.



DISTRESSED TRANSACTION ADVISORY SERVICES

THE STRATEGY

To provide distressed companies with the firm's various financial advisory services to be deployed in workout or turnaround situations.

OUR ROLE

Laux will complete a turnaround feasibility assessment to determine the best, most realistic methods, actions and financial advisory services necessary to maximize and preserve shareholder value.

The workout or turnaround situations may include:

- ☐ Mergers & Acquisitions
- ☐ Refinancing
- ☐ Recapitalization
- ☐ 363 Sales
- ☐ Turnaround Feasibility Assessments



STRATEGIC ADVISORY – SHAREHOLDER VALUE ASSESSMENTS

THE STRATEGY

An assessment designed to explore and evaluate potential strategies and financial alternatives for maximizing shareholder value.

OUR ROLE

Laux conducts and presents this study to the Company's owners and/or management. The study addresses and quantifies the benefits to shareholders of alternative strategies by:

- ☐ Identifying and prioritizing shareholder interests (liquidity, risk, maintaining Company culture, etc.).
- ☐ Determining the valuation of the Company based upon extensive discussions with management.
- ☐ Quantifying different liquidity options in terms of their direct financial impact on shareholders. Options typically evaluated include:
 - Sale to a strategic or financial buyer
 - Debt or equity recapitalization
 - Initial public offering
 - Employee Stock Ownership Plan (ESOP)
 - Minority equity investment
 - Sale of assets
 - Status quo
- ☐ Recommending a course of action which best addresses shareholders personal and financial needs.



DIRECT MEZZANINE AND EQUITY INVESTMENTS

THE STRATEGY

To assist buyers in completing their capital structuring needs with private mezzanine and/or equity funds to meet today's more stringent capital requirements of senior lenders and other financial institutions.

OUR ROLE

- ❑ Research, evaluate, structure and play an ongoing consulting role with direct mezzanine and/or equity investments.
- ❑ Primary candidates will be established companies, individuals or management groups with a need for capital in structuring a buyout or recapitalization of a business entity for strategic growth.



LAUX & COMPANY PROFESSIONAL TEAM

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www.lauxco.com

WILLIAM J. LAUX

PRESIDENT
wlaux@lauxco.com

DAVID G. MOORE

SENIOR VICE PRESIDENT
dmoore@lauxco.com

HEATHER B. COOK

EXECUTIVE OPERATIONS MANAGER
hcook@lauxco.com

THOMAS A. RANKIN

T. A. RANKIN AND COMPANY
Affiliate

LAUX & COMPANY
INVESTMENT BANKERS



WILLIAM J. LAUX



Mr. Laux is the President and founder of Laux & Company and Laux Capital. His career spans thirty plus years with diverse experience in the areas of corporate finance, investment banking, direct investments, and commercial lending. His transaction experience includes mergers and acquisitions, senior and mezzanine financing, private placements of debt and equity, revolving credit facilities, asset based loans, debt restructuring, equipment leasing, real estate financing, term debt, secured and unsecured loans, fixed and floating rate debt transactions backed by bank letters of credit, structured financing and venture capital funding. Mr. Laux's client specialization includes the steel, foundry, manufacturing, distribution and financial services industries.

Prior to forming Laux & Company, Mr. Laux was the Director of Corporate Finance for Price Waterhouse, where he directed corporate finance and investment banking engagements. Earlier in his career, Mr. Laux was responsible for the structuring and placement of direct senior lending and mezzanine financing engagements primarily for mergers and acquisitions with Chrysler Capital, Heller Financial and Wells Fargo Bank.

Throughout his career, Mr. Laux has been responsible for the completion of well over one billion dollars in financing arrangements.

Mr. Laux holds a B.A. Degree in Accounting from Cleveland State University.

PROFESSIONAL AFFILIATIONS:

Board of Directors

- The Ruhlin Company
- Commercial Cutting & Graphics, LLC
- ADAMH - The Medina County Alcohol, Drug Addiction & Mental Health Board

Adjunct Professor, Guest Speaker and Advisory Board Member

- The University of Akron – College of Business Administration
William T. and Rita Fitzgerald Institute for Entrepreneurial Studies



DAVID G. MOORE



Mr. Moore is a Senior Vice President of Laux & Company. His transaction experience encompasses sell-side and buy-side merger and acquisition advisory services, private placements of debt, mezzanine and equity securities, leveraged buyouts, recapitalizations, valuations, and strategic advisory. He has advised public, private, and family-owned clients in a broad mix of industries including metals, consumer goods, automotive, manufacturing, distribution, and service.

Prior to joining Laux & Company, Mr. Moore was with National City in the Investment Banking Group where he led merger and acquisition and corporate finance engagements. Before National City, Mr. Moore worked in Corporate Development at R.R. Donnelley & Sons focusing on acquisitions, joint ventures, divestitures, and strategic restructurings, including assignments in Poland, Netherlands, and France. Earlier in his career, he worked in the Price Waterhouse Corporate Finance Group specializing in mergers, acquisitions, and private placements.

Mr. Moore earned his M.B.A. from Northwestern University's Kellogg School of Management in Finance, Marketing, and Management Strategy and his B.S. in Finance and Accounting from Miami University of Ohio, where he was a member of Beta Alpha Psi.

PROFESSIONAL AFFILIATIONS:

- Certified Public Accountant
- National Association of Securities Dealers (NASD) Licenses - Series 7, 63
- Association for Corporate Growth



HEATHER B. COOK



Mrs. Cook is the Executive Operations Manager of Laux & Company. She is responsible for overseeing the daily operations of the Company, which includes public relations and marketing activities, accounts payable and receivable, banking, vendor relations, maintenance of all computer systems and office equipment, database management, website design, development and maintenance, and special projects.

In addition to her Operations responsibilities, Mrs. Cook is directly involved in engagements through client relationship management, memorandum development and preparation, Internet and database research, assisting with the due diligence process, as well as organizing and overseeing the administrative portion of the transaction process and electronic data room management.

Prior to joining Laux & Company, Mrs. Cook was a Corporate Paralegal working with in-house counsel as a corporate legal liaison for Universal Electronics, Inc. Before her time with UEI, she was with the Cleveland office of McDonald Hopkins Co. LPA where she worked in the Business Department focusing on mergers and acquisitions and commercial finance transactions.



LAUX & COMPANY AFFILIATIONS



THOMAS A. RANKIN, CPA



Mr. Rankin is the President and founder of T.A. Rankin and Company. He has been providing tax and financial planning, business consulting and financial management services for more than 20 years. Mr. Rankin has a diverse background that includes debt restructuring and reorganizations, business succession planning, forensic accounting services, operations consulting, general accounting assistance including internal controls analysis, tax planning and advice, and transaction advisory services including modeling, business analysis and strategic planning.

Mr. Rankin began his career with Ernst & Young and spent six-plus years providing tax services and advice to executives of Fortune 500 companies and owners of privately held companies in Cleveland, Ohio. Following his work at Ernst & Young, he spent four years with a regional accounting firm, which focused on providing tax and business-consulting services to privately held businesses. These businesses included professional service providers, retailers, and manufacturers. Prior to forming T.A. Rankin and Company, Mr. Rankin was a principal in a boutique personal financial planning firm that specialized in servicing high net-worth families. The firm's client base included families whose net-worth ranged from \$10 million to \$450 million.

Mr. Rankin holds a B.A. in Accounting Cleveland State University, as well as a CPA designation from the State of Ohio.

PROFESSIONAL AFFILIATIONS:

Certified Public Accountant, American Institute of CPA's, Ohio Society of CPA's





QUALITY PLANT PRODUCTIONS, INC.

has been acquired by

WILLOWAY NURSERIES, INC.

The undersigned acted as financial advisor to
Quality Plant Productions, Inc.

LAUX & COMPANY
Investment Bankers

Quality Plant Productions, Inc. is a recognized industry leader in Northeast Ohio providing a wide variety of deciduous and evergreen nursery stock.

Willoway Nurseries, Inc. is one of the largest wholesale growers of nursery stock in the Midwest and ranks within the top 40 nationwide.

Laux & Company represented Quality Plant Productions, Inc. and, through its extensive network and research capabilities, identified, negotiated and closed the sale.

Aetna Group SpA (headquartered in Rimini, Italy) is the world leader in providing stretch wrapping, shrink bundling and case packing solutions through its Robopac, Dimac and Prasmatic products.

Top Tier, LLC (based in Portland, Oregon) is the world leader in concurrent stretch wrap palletizing technology.

Both companies serve the packaging needs of many of the world's largest companies in the food, personal care, pet food, pharmaceutical, dairy and industrial markets.

Aetna Group made the strategic investment to expand its product offering of end-of-line packaging solutions and provide a U.S. based facility for manufacturing its products.

Laux & Company represented Aetna Group in negotiating and closing the acquisition transaction.



AETNA GROUP SPA

has acquired majority interest in

TOPTIER

The undersigned acted as
financial advisor to Aetna Group SpA

LAUX & COMPANY
Investment Bankers

LAUX & COMPANY
INVESTMENT BANKERS





LAUX CAPITAL PARTNERS, L.P.

*has sold its equity investment in
Bunting Bearings, LLC to*

UNIVERSAL EQUITIES CORPORATION

The undersigned acted as financial advisor to
Laux Capital Partners, L.P.

LAUX & COMPANY
Investment Bankers

*Laux Capital Partners, L.P. is a private
mezzanine and equity business investment
limited partnership.*

*Bunting Bearings, LLC is one of the world's
largest manufacturers of bronze castings and
finished parts including full product lines of
continuous cast bar and plates, centrifugal
and permanent mold castings, powdered
metal parts, non-ferrous bearings and other
specialty parts*

*Commercial Cutting & Graphics, LLC
designs, manufactures and finishes point-of-
purchase displays, promotional displays and
interactive merchandising.*

*The company creates, crafts and finishes
various types and forms of displays for a
variety of national retailers, printers, display
design firms and advertising agencies.*

*Laux & Company assisted the company and
negotiated and closed the transaction.*



**COMMERCIAL CUTTING &
GRAPHICS, LLC**

has been recapitalized

The undersigned acted as financial advisor to
Commercial Cutting & Graphics, LLC

**\$1,000,000 Line of Credit
\$750,000 Term Loan**

LAUX & COMPANY
Investment Bankers

LAUX & COMPANY
INVESTMENT BANKERS





**LLOYD PORTER & PORTER, LPP PAVING, LTD.,
ASPHALT TECHNOLOGIES, LTD.
AND RELATED ENTITIES**

have been acquired by

ASPHALT MATERIALS, INC.

The undersigned acted as financial advisor to
Lloyd Porter & Porter, LPP Paving, Ltd.,
Asphalt Technologies, Ltd.
and related entities

LAUX & COMPANY
Investment Bankers

Lloyd Porter & Porter, LPP Paving, Ltd. is a general paving contractor for a variety of governmental agencies. Asphalt Technologies, Ltd. is an asphalt emulsion terminal supplying various formulations to paving contractors and other governmental agencies.

Laux & Company represented the companies and, through its extensive network and research capabilities, identified, negotiated and closed the sale with Asphalt Materials, Inc., a strategic buyer, to compliment its existing paving and asphalt emulsion plants throughout the Midwest.

Commercial Cutting & Graphics, LLC designs, manufactures and finishes point-of-purchase displays, promotional displays and interactive merchandising.

The company creates, crafts and finishes various types and forms of displays for a variety of national retailers, printers, display design firms and advertising agencies.

Laux & Company represented the company and negotiated and closed the transaction with a regional banking institution.



**COMMERCIAL CUTTING &
GRAPHICS, LLC**

has been recapitalized

The undersigned acted as financial advisor to
Commercial Cutting & Graphics, LLC

**\$750,000 Line of Credit
\$750,000 Term Loan**

LAUX & COMPANY
Investment Bankers

LAUX & COMPANY
INVESTMENT BANKERS





HAWTHORNE WIRE, LTD.

has been acquired by an

**UNDISCLOSED
PRIVATE INVESTOR GROUP**

The undersigned acted as
financial advisor to
Hawthorne Wire, Ltd.

LAUX & COMPANY
Investment Bankers

Hawthorne Wire, Ltd. is a privately owned processor of low carbon steel wire. The company purchases steel rod coils in a variety of diameters from several steel vendors.

Various applications of the drawn wire include: shopping carts, displays, woven mesh, fasteners, fan guards, tire wire, baking pans, appliance and light guards, filtration cages, steel mill parts, wire decking, racks, etc.

Laux & Company represented the company and negotiated and closed the sale with a strategic buyer as a vertical integration addition to compliment its existing products and services.

Competitor Swim Products is a leading provider of high quality competitive swimming lanes and other complimentary items including storage lane reels, starting blocks, goggles and other accessories.

In 2012, the Competitor lanes have been awarded the FINA World Championships in Istanbul, the U.S. Olympic Trials and the Olympic Games in London.

Laux & Company represented the company and, through its extensive network and research capabilities, identified, negotiated and closed the sale with an operator/investor with significant background and experience regarding sports related equipment.



COMPETITOR SWIM PRODUCTS
(a Division of Richey Industries, Inc.)

has been acquired by an

**UNDISCLOSED
PRIVATE INVESTOR**

The undersigned acted as
financial advisor to
Richey Industries, Inc.

LAUX & COMPANY
Investment Bankers





**GROVER
GUNDRILLING
INC.**

*has been recapitalized
in a growth financing transaction by*



The undersigned acted as financial advisor
To Grover Gundrilling, Inc.

LAUX & COMPANY
Investment Bankers

Grover Gundrilling, Inc. ("GGI") provides high precision, deep-hole drilling and complementary machining services using several proprietary technical processes to deliver superior quality parts and unmatched customer service. GGI serves a broad range of vertical markets, including oil field and natural gas exploration, precision seamless tubing, superconductivity, medical/surgical, aerospace/defense, nuclear and conventional power generation, plastic injection molding, and general precision machining. GGI serves industry leading customers located throughout North America, Europe and Asia.

Laux & Company assisted the management and shareholders of GGI in a recapitalization transaction to support its growth strategy and provide liquidity for certain stakeholders.

NRG Dynamix is a designer and developer of several energy efficient technologies including a hybrid hydraulic power train, an ultra lightweight accumulator system and a variable displacement gear pump. These innovative, patented products are designed to significantly enhance fuel and power efficiency in commercial vehicles and industrial equipment with applications in the military, postal, commercial truck, public transportation and various industrial markets.

Laux & Company represented the Company in evaluating, structuring and negotiating the financing transaction with two venture capital firms to support its continued product development and growth strategy.



NRG Dynamix

*has been recapitalized
in a growth financing transaction*

Bridge Loan / Equity Investment



khosla ventures

The undersigned acted as financial advisor
to NRG Dynamix

LAUX & COMPANY
Investment Bankers

LAUX & COMPANY
INVESTMENT BANKERS





*has received a
growth capital investment*

\$2,000,000 Equity Investment

MS Capital

The undersigned acted as
financial advisor to
Red Lion Bio-Energy, LLC

LAUX & COMPANY
Investment Bankers

Red Lion Bio-Energy, LLC ("RLB") is a clean energy technology company that has developed a patented process for converting biomass and industrial waste feed stocks such as rice husks, corn cobs, wood waste, coal and petroleum coke, into clean synthetic gas. The synthetic gas can be used for generating steam, producing electricity or can be further converted into bio-diesel fuel. The innovative, portable gasification plant provides cost-effective energy solutions with a significantly lower carbon footprint and much lower capital investment than competing technologies.

MS Capital is an investment group consisting of financial and strategic investors based in the U.S. and Asia.

Laux & Company represented the Company in evaluating, structuring and negotiating the financing transaction to support its growth strategy.

Midwest Terminals and its affiliates ("MT") operate the general cargo docks located in the Port of Toledo, Ohio. MT also provides intermodal logistics services via vessel, rail, truck and pipeline for its customers. MT handles a broad mix of bulk and break-bulk commodities including: coal, limestone, scrubber stone, coke, various metals, ballast stone, sugar, and scrap steel. MT serves several large customers across a diverse mix of industries, such as metals, aggregates, energy, mining, food, construction, steel and aerospace, which are located in the U.S., Canada, Europe and South America.

Laux & Company assisted the management team and shareholders in a recapitalization transaction to support its growth strategy.



Midwest Terminals of Toledo
I N T E R N A T I O N A L

MIDWEST TERMINALS OF TOLEDO

has been recapitalized

The undersigned acted as financial advisor
to Midwest Terminals and
its affiliated companies

LAUX & COMPANY
Investment Bankers

LAUX & COMPANY
INVESTMENT BANKERS





RONDY, INC.

has been acquired by

TAHOMA ENTERPRISES, INC.

The undersigned acted as financial advisor to Rondy, Inc.

LAUX & COMPANY
Investment Bankers



Limo Reid Technologies

has been recapitalized in a growth financing transaction

\$4,000,000 PREFERRED EQUITY



The undersigned acted as financial advisor to Limo-Reid, Inc.

LAUX & COMPANY
Investment Bankers



GS INDUSTRIES OF BASSETT, INC.

has been acquired by

TAHOMA ENTERPRISES, INC.

The undersigned acted as financial advisor to GS Industries of Bassett, Inc.

LAUX & COMPANY
Investment Bankers



COLUMBIANA BOILER COMPANY, LLC

has been recapitalized

The undersigned acted as financial advisor to Columbiana Boiler Company, LLC

LAUX & COMPANY
Investment Bankers

North Canton Plastics, Inc.

NORTH CANTON PLASTICS, INC.

has been acquired by

TAHOMA ENTERPRISES, INC.

The undersigned acted as financial advisor to North Canton Plastics, Inc.

LAUX & COMPANY
Investment Bankers



**ACI INDUSTRIES AS
(PALDISKI, ESTONIA)**

*an affiliated company of
ACI Industries*

has been acquired by

CRONIMET

The undersigned acted as financial advisor to ACI Industries

LAUX & COMPANY
Investment Bankers



PROGRESS WIRE PRODUCTS, INC.

has been acquired by

TERNION INVESTMENTS, LTD.

The undersigned acted as financial advisor to Progress Wire Products, Inc.

LAUX & COMPANY
Investment Bankers



THE DICKEY-GRABLER COMPANY

has been acquired by

HAWTHORNE MANUFACTURING CORP., LLC

The undersigned acted as financial advisor to The Dickey-Grabler Company

LAUX & COMPANY
Investment Bankers



RED ROCK STAMPING COMPANY

has been acquired by

HAWTHORNE MANUFACTURING CORP., LLC

The undersigned acted as financial advisor to Red Rock Stamping Company

LAUX & COMPANY
Investment Bankers



TREMONT, INC.

has been acquired by

HAWTHORNE MANUFACTURING CORP., LLC

The undersigned acted as financial advisor to Tremont, Inc.

LAUX & COMPANY
Investment Bankers



INDEPENDENT STEEL COMPANY

has been acquired by

ESMARK INCORPORATED

The undersigned acted as financial advisor to Independent Steel Company

LAUX & COMPANY
Investment Bankers



**STEERE ENTERPRISES, INC.
DIP MOLDING DIVISION**

has been acquired by

MOCAP, INC.

The undersigned acted as financial advisor to Steere Enterprises, Inc.

LAUX & COMPANY
Investment Bankers



has been acquired by

KEMP MK METALS, INC.

The undersigned acted as Financial advisor to MK Metal Products, Inc.

LAUX & COMPANY
Investment Bankers



VEHICLE TRANSMISSION SYSTEMS DIVISION

has been acquired by

POWER TEST, INC.

The undersigned acted as financial advisor to AIDCO International, Inc.

LAUX & COMPANY
Investment Bankers



COMMERCIAL CUTTING & GRAPHICS, LLC

The undersigned acted as a lender and investor to Commercial Cutting & Graphics, LLC

\$750,000 Subordinated Notes with Warrants

LAUX & COMPANY
Private Mezzanine/Equity Capital



COMMERCIAL CUTTING & GRAPHICS, LLC

has been recapitalized

The undersigned acted as financial advisor and private placement agent to Commercial Cutting & Graphics, LLC

**\$1,500,000 Revolving Line of Credit
\$1,500,000 Term Loan
\$750,000 Term Note**

LAUX & COMPANY
Investment Bankers

LAUX CAPITAL II, LLC

*has completed a mezzanine/equity
pledge fund through*

LAUX CAPITAL PARTNERS II, L.P.

The undersigned acted as
financial advisor to
Laux Capital II, LLC

LAUX & COMPANY
Investment Bankers



AUTOMATIC WELDING & MANUFACTURING COMPANY, INC

has been acquired by

MAVERICK INNOVATIVE SOLUTIONS

The undersigned acted as financial
advisor to Automatic Welding &
Manufacturing Company, Inc.

LAUX & COMPANY
Investment Bankers



BUNTING BEARINGS CORP.

the undersigned acted as co-investor
with Bearings Acquisition, LLC
in this acquisition

\$375,000 Equity Capital

LAUX & COMPANY
Private Mezzanine/Equity Capital



BUNTING BEARINGS CORP.

has been acquired by

BEARINGS ACQUISITION, LLC (CHIMERA CORPORATION)

The undersigned acted as the
intermediary and advisor to
Bearings Acquisition, LLC

LAUX & COMPANY
Investment Bankers



*has been acquired in a
recapitalization transaction with
the management team lead by*



The undersigned acted as financial
advisor to Signstrut, Ltd., its
shareholders and management

LAUX & COMPANY
Investment Bankers



WICKETT & CRAIG OF AMERICA INC.

has been acquired by

CLEARFIELD LEATHER INC.

The undersigned acted as financial
advisor to Wickett &
Craig of America Inc.

LAUX & COMPANY
Investment Bankers

LAUX CAPITAL, LLC

*Has completed its first mezzanine /
equity pledge fund through*

LAUX CAPITAL PARTNERS, L.P.

The undersigned acted as financial
advisor to Laux Capital, LLC

LAUX & COMPANY
Investment Bankers



A SUBSIDIARY OF PLETTAC AG

has been acquired by

EQUIPRO, INC.

The undersigned acted as financial
advisor and private placement
agent to EQUIPRO, INC.

**\$1,166,000 Subordinated Notes
\$334,000 Common Stock**

LAUX & COMPANY
Investment Bankers



AC PRODUCTS

The undersigned acted as a lender
and investor to Ac products, Inc. in
a recapitalization of the company

**\$600,000 Subordinated Notes
with Warrants**

LAUX & COMPANY
Investment Bankers



COMMERCIAL CUTTING & GRAPHICS, LLC

has been acquired by

PYRIMAD CORPORATION

The undersigned acted as
financial advisor to
Commercial Cutting & Graphics, LLC

LAUX & COMPANY
Investment Bankers



COMMERCIAL CUTTING & GRAPHICS, LLC

The undersigned acted as a lender and
investor to Pyrimad Corporation and
Commercial Cutting & Graphics, LLC

**\$500,000 Subordinated Notes
\$175,000 Preferred Equity**

LAUX & COMPANY
Private Mezzanine/Equity Capital



has been recapitalized

The undersigned acted as financial
advisor and private placement agent to
Custom Coach Corporation

**\$1,200,000 Revolving Line of Credit
\$2,000,000 Term Loan
\$1,800,000 Real Estate Mortgage**

LAUX & COMPANY
Investment Bankers



NATIONAL MARKET MEASURES

has been acquired by

GLOBAL GROWTH GROUP, LLC

The undersigned acted as
financial advisor to
National Market Measures, Inc.

LAUX & COMPANY
Investment Bankers



has been acquired by

TYROLIT SCHLEIFMITTEL WERKE SWAROVSKI KG SCHWAZ/AUSTRIA

The undersigned acted as
financial advisor to
The Wickman Corporation

LAUX & COMPANY
Investment Bankers



TREVECCA HOLDINGS, INC.

has been recapitalized

The undersigned acted as financial
advisor and private placement agent
to Trevecca Holdings, Inc.

**\$4,500,000 Revolving Line of Credit
\$7,500,000 Senior Term Notes**

LAUX & COMPANY
Investment Bankers



AUTOMATION & CONTROL TECHNOLOGY, INC.

has acquired the

TOBACCO OPERATIONS DIVISION OF ABB INDUSTRIAL SYSTEMS

The undersigned acted as financial
advisor and private placement agent
to Automation & Control Technology

LAUX & COMPANY
Investment Bankers

SamePage, LLC

has been recapitalized

The undersigned acted as financial advisor and private placement agent to SamePage, LLC

\$500,000 Equity Capital

LAUX & COMPANY
Investment Bankers



has been recapitalized

The undersigned acted as financial advisor and placement agent to Fundex Games, Ltd.

\$2,500,000 Revolving Line of Credit
\$1,000,000 Mezzanine Term Note

LAUX & COMPANY
Investment Bankers



has been recapitalized

The undersigned acted as financial advisor and placement agent to Vision Financial Group, Inc.

\$20,000,000 Revolving Line of Credit
\$3,000,000 Mezzanine Term Note

LAUX & COMPANY
Investment Bankers

KOHOL SYSTEMS, INC.

has been recapitalized

The undersigned acted as financial advisor to KOHOL Systems, Inc.

\$1,000,000 Senior Notes
\$700,000 Subordinated Notes

LAUX & COMPANY
Investment Bankers

CAMBRIDGE EQUITY PARTNERS, LP & DDG Management Services Corp.

has acquired

GAYLORD COMPANIES, INC.
AND AROPI, INC.

The undersigned acted as financial advisor, private placement agent and investor with the Shareholders of Cambridge Equity Partners, LP

LAUX & COMPANY
Investment Bankers



has acquired the

PEROMONE DIVISION OF
ECOGEN, INC.

The undersigned acted as financial advisor and private placement agent to Scentry Biologicals, Inc.

\$1,250,000 Senior Notes
\$1,600,000 Subordinated Notes

LAUX & COMPANY
Investment Bankers

K&C SUPPLY, INC.

has acquired

**MICHIGAN INDUSTRIAL PIPING &
SUPPLY CO., INC.**

\$3,500,000 Senior Notes
\$1,375,000 Subordinated Notes

The undersigned acted as financial advisor and private placement agent to the Shareholders of K&C Supply

LAUX & COMPANY
Investment Bankers



has been recapitalized

The undersigned acted as financial advisor to Brunswick Industrial, Inc.

\$1,000,000 Senior Notes
\$500,000 Subordinated Notes

LAUX & COMPANY
Investment Bankers

UNION CITY CHAIR COMPANY

has been acquired by

BASE HITS, LLC.

The undersigned acted as financial advisor to Union City Chair Company, a portfolio investment of Brittany Corporation

LAUX & COMPANY
Investment Bankers

DATAComm ASSOCIATES, INC.

has been acquired by

ELTRAX SYSTEMS

The undersigned acted as financial advisor to DataComm Associates, Inc.

LAUX & COMPANY
Investment Bankers

RYOBI-TOSKI CORPORATION

has been acquired by

LIEBERT-TOSKI, LLC

The undersigned acted as financial advisor and investor with the shareholders of Liebert-Toski, LLC

LAUX & COMPANY
Investment Bankers

K&C SUPPLY, INC.

has been recapitalized

The undersigned acted as financial advisor to K&C Supply, Inc.

\$1,500,000 Senior Notes
\$500,000 Subordinated Notes

LAUX & COMPANY
Investment Bankers

GROUP SALES

has been recapitalized

The undersigned acted as financial advisor to Group Sales

\$2,500,000 Senior Notes
\$500,000 Subordinated Notes

LAUX & COMPANY
Investment Bankers

GAYLORD COMPANIES, INC.

has been recapitalized

The undersigned acted as financial advisor to Gaylord Companies, Inc.

\$1,300,000 Bridge Financing

LAUX & COMPANY
Investment Bankers

ACTIVE LEISURE, INC.

has acquired

COMPETITION ACCESSORIES, INC.

The undersigned acted as financial advisor, private placement agent and investor with the Shareholders of Active Leisure, Inc.

\$1,300,000 Senior Notes
\$800,000 Subordinated Notes

LAUX & COMPANY
Investment Bankers

OVERLY HAUTZ MOTOR BASE CORPORATION

has been acquired by

TMC ACQUISITION CORP.

The undersigned acted as financial advisor, structured and placed the senior and subordinated notes for to TMC Acquisition Corp.

\$3,000,000 Senior Notes
\$1,000,000 Subordinated Notes

LAUX & COMPANY
Investment Bankers

GIE PUBLISHING, INC.

has been recapitalized

\$1,100,000 FUNDING

The undersigned acted as financial advisor to the Shareholders of GIE Publishing, Inc.

LAUX & COMPANY
Investment Bankers

FARO PHARMACEUTICALS, INC.

has been recapitalized

The undersigned acted as financial advisor and investor with the Shareholders of Faro Pharmaceuticals, Inc.

\$1,500,000 Equity Funding

LAUX & COMPANY
Investment Bankers

CENTRUM INDUSTRIES, INC.

has acquired

MCINNES STEEL COMPANY

The undersigned arranged the subordinated notes and acted as financial advisor and investor with the Shareholders of Centrum Industries, Inc.

LAUX & COMPANY
Investment Bankers

KEY EQUITY CAPITAL

has acquired

CARDINAL PACKAGING, INC.

The undersigned acted as financial advisor to the Principals of Key Equity Capital

LAUX & COMPANY
Investment Bankers

**QUAKER CITY
CASTINGS, INC.**

has been acquired by

CIT CORPORATION

The undersigned acted as financial advisor to Quaker City Castings, Inc.

LAUX & COMPANY
Investment Bankers

**ADVANCED CAST
PRODUCTS, INC.**

has been acquired by

**CITICORP VENTURE
CAPITAL, INC.**

The undersigned acted as financial advisor to the Shareholders of Advanced Cast Products, Inc.

LAUX & COMPANY
Investment Bankers

**MANSFIELD FOUNDRY
CORPORATION**

has been acquired by

**CITATION ACQUISITION
CORPORATION**

The undersigned acted as financial advisor to the Shareholders of Mansfield Foundry Corporation

LAUX & COMPANY
Investment Bankers

Client Testimonials

"In March 2015 I decided to sell my company, a highly respected and profitable business that I had owned for thirty plus years. Not being familiar with how to sell a business of this size, I needed professional guidance and my lawyer recommended Laux & Company.

Bill and Heather explained the sale process, step by step, and what was required to position the company to best find the ideal buyer. What followed was a very thorough and detailed underwriting of the company, which was presented to a well-researched group of potential buyers. Response was very good and the negotiations short.

The company is sold and I am very pleased with the buyer found by Laux & Company. From the beginning of the transaction, I was impressed with Bill & Heather's professionalism, the documentation and presentation of the company into the marketplace, and the constant communication between all parties through the negotiations and the ultimate closing of the sale.

I would highly recommend Laux & Company to anyone who would have need for investment banking services."

Norman Schniegenberg, Owner
Quality Plant Productions, Inc.

"We are thrilled to have sold our manufacturing business in the throws of a down turned economy! We are fortunate to have hired Bill Laux who found us the perfect buyer for our specialty business. We had many challenges to overcome through this process and Bill was always there to take our numerous calls, listen to our problems, and work out a solution.

Bill worked with us for an extended period of time to find us that perfect buyer and close the deal. Heather Cook was wonderful to work with as well and was always on top of everything.

Thanks to Laux & Company we've got the money in the bank and are now able to move on to our next venture. Thanks Bill and Heather!"

Jan Sorige, Owner
Hawthorne Wire, Ltd.



"After meeting with two investment banking firms, it was obvious that Laux & Company was the firm we wanted to work with. We also checked with one of Laux's former clients, who happens to be a personal friend, who gave Bill very high marks.

At all times Bill was there constantly following up, giving advice, and making sure we did our part in providing any information requested by potential buyers during all phases of the transaction.

Bill Laux is the consummate professional supported by Heather Cook, another outstanding professional, who heads up the back room operations and works hand in hand with Bill to ensure that everything runs smoothly from beginning to end."

Richey Smith, President & Owner
Richey Industries, Inc.

"When it came time to divest of my businesses, I researched a number of Investment Bankers. After the interview process, I chose Laux & Company because it exhibited the professionalism that I was seeking.

Throughout the entire sale process, Bill Laux provided the guidance necessary to properly exhibit the attributes of the operations. Potential suitors were provided with accurately prepared information in an expedient manner. Bill has the ability to respond quickly and to work well with all parties involved.

I was most impressed by the fact that Bill was always available to discuss matters and provide guidance and documentation when needed. I always felt that my issues came first. The selling of a business brings with it many complications; and if I were to do it again, Laux & Company would be the company I would select for assistance."

Frank J. Glinski, CEO
G. S. Industries of Bassett, Inc.

"We worked with Bill for a long time to find the ideal buyers for our business and he was always the most ethical and professional person we have ever dealt with. In addition, he was sensitive to our feelings and needs and always, always our advocate. Bill's staff is professional and warm and we have enjoyed working with them. Selling a business could never be easy, but Bill and his group made it enjoyable!"

John and Karen Kuebel
North Canton Plastics, Inc.



“Bill Laux did a great job bringing his expertise and reputation to work for the sale of our family-owned business. He is an expert on the process of identifying, cultivating, and selecting the right suitors for a transaction, which enabled us to transition our business successfully to terrific new owners.”

Mac Harmon, President
Progress Wire Products, Inc.

“For the second time in less than a year, Bill Laux and his team of professionals successfully led us through the sale of our multiple privately held businesses. In this case we were dealing with geographically separated operations as well as companies that had different ownership compositions. Bill and his team provided expert counseling on how to structure the deal and worked closely with us as we negotiated our way through the complexities of the sale. Hats off to Laux & Company for paving the way to a successful conclusion!”

Bill Primrose, President
Primrose, Inc.

“The marketing and sale of Independent Steel Company proceeded as planned up until we reached the point of closing, at which point Bill Laux displayed his true value. The buyer had performed an exceptionally detailed due diligence and attempted to use certain discoveries as a way to decrease the agreed upon selling price. The originally targeted closing date slipped past as we sought ways to justify the value of the assets; it appeared that the entire deal was going to slip away. Never asking us to relinquish our position, Bill worked skillfully at this time, displaying great creativity in order to bring both parties to a mutual understanding and a final agreement. You can work for months to structure and promote a deal, but if you can’t close, what do you have? Thanks Bill, for helping us carry this to a successful conclusion!”

Bill Primrose, President
Independent Steel Company
Shareholders & Directors

“Bill Laux, of Laux & Company, was of invaluable service in helping us sell our Dip Molding Division. Having never sold a company or division previously, we relied extensively on Bill’s knowledge and guidance throughout the process. He accurately described the key phases of the transaction and everything unfolded almost exactly as he predicted. I particularly appreciated his ability to keep the process moving according to his established timetable. We were able to complete the entire process, from soup to nuts, in less than 6 months time.

With Bill’s help, we were able to get a significant premium for the business over our initial targeted price. It was a real advantage having someone with his experience handling the key negotiations with the prospective buyers. I would enthusiastically recommend Bill and Laux & Company to anyone wishing to sell all or a portion of their business.”

F. William Steere, President & CEO
Steere Enterprises Inc.

LAUX & COMPANY
INVESTMENT BANKERS



“We recently completed a purchase transaction wherein Management, in conjunction with Centerfield Capital of Indianapolis, completed the acquisition of Bil-Jax, Inc. from the former shareholder, plettac AG, who was in bankruptcy. This project was unique in that the shareholder was in bankruptcy and was being managed by a German bankruptcy trustee. Also, earnings at Bil-Jax were in decline and had been for the last two years. The entire capital structure needed to be restructured, and the “time window” was very short due to the pending liquidation status of the German trustee. Management goals were clear. We needed to act very quickly. We needed the leadership of an Investment Banker who would commit to being directly involved in the project from start to finish. We found that in Bill Laux.

In early August, we selected Bill Laux based on his experience, his understanding of the unique characteristics of this deal, and his commitment to our timeframe. Bill immediately assembled his team, and within a very short period of time, the process of interviewing investor candidates began. Four weeks from the start of the project, we secured eight prospective offerings. Mr. Laux then assisted Management in reviewing, verifying, and selecting the best partners for Management and Bil-Jax’s future vision.

Throughout the process, Bill was extremely attentive to our needs. He was literally available seven days a week, 24 hours a day. What was particularly notable was his ability to submerge himself and Laux & Company in Bil-Jax and our industry, and within a very short period of time, delivered results.

I find Bill to be extremely professional as well as likeable. I would recommend Bill Laux to any individual or management team looking to secure new equity and/or mezzanine financing and/or a complete capital restructure. Bill’s knowledge and guidance was invaluable.”

Bil-Jax, Inc.
Jeff Ott, President & CEO

