

# KNOTT & COMPANY, INC.

## ACQUISITION CRITERIA

We are eager to hear *from principals or their representatives* about businesses that meet the following criteria:

### Business Industry & Market Segments

A manufacturer of insulated wire and cable, including manufacturers of insulated wire, cable, strip and other insulated conductors whether or not fitted with connectors, manufacture of optical fibre cables for coded data transmission, telecommunications, video, control, data, etc. Belonging to the following primary industry: US SIC code 3643, NAICS: 335931 Current-Carrying Wiring Device Manufacturing, UK SIC code 31300.

Any industry segments such as electric utilities, industrial/construction, railroads/rapid transit, and other commercial markets.

### Type of Products

Ideally a manufacturer of some/or all of the types of cables referenced below:

- Low voltage cables - industrial
- Low voltage cables - utility
- Medium voltage cables (5kv to 69kv)
- Paper insulated underground distribution cables (5kv to 46kv)
- Paper insulated underground transmission cables (69kv to 345kv)
- Instrumentation cables (300v and 600v)
- Special purpose cables/products
- Transportation wires and cables
- Self supporting aerial cables
- Products are technically sophisticated and/or either protected

### **Type of Company**

- Manufacturing companies with the ability to export are the primary targets.
- Companies with a high level of technology and manufacturing know-how
- An established business

### **Financial Parameters**

- Business can be a turnaround
- Our client prefers to acquire a company in financial difficulty, but still operating with solid technology in place

### **Geographic Requirements**

- Manufacturing should be located in North America.
- Near a seaport location is desired because of the intention to export
- Areas with low labor costs

### **Purchase Price & Financing**

- Purchase price range in \$4 million to \$8 million. Cash not subject to financing.
- If the acquisition is out of the price range, our client is very receptive to a joint venture or partnership.

### **Management**

- Management in place