

Special Business Valuation Offer

Why not just use an owner's tax filings to value a business?

For most owners, tax filings are focused on minimizing cash outflow. Over time, the "tax world" doesn't match the "real world". A business valuation provides an owner with an independent party's assessment of what their enterprise is worth.

What information will be required?

- Company's history
- Enterprise legal structure
- Current direct and indirect operational expenditures
- Products and markets
- Customers and suppliers
- Capital investment: facilities, equipment and software
- Financial information for five years, if available
- Employees and their expertise
- Government and environmental requirements and issues
- Others

How will this information be captured and the report delivered?

- One day site visit to interview personnel and collect information
- One day site visit to review report

NOTE: All information collected and reports delivered will be strictly confidential

When Do You Need A Business Valuation?

When you need to value an ownership interest for:

Succession Planning

Gift and Estate Taxes

Buying or Selling a Business

Shareholder Agreements

Charitable Contributions

Litigation Support

Intangible Assets

Employee Stock Ownership Plans (ESOP's)

The
Remanufacturing
Industry
Meets

ABVSI

American Business Valuation
Services, Inc.

Special Offer—Business Valuation Report

As an initial service to remanufacturers, American Business Valuation Services, Inc. will review your business and provide a report including:

- Business valuation¹ based on profits.
- Business valuation¹ based on sale of assets, focusing on the market value of cores, piece parts and remanufactured parts.
- Remanufacturing enterprise metrics, an evaluation of your results and comparison with your peers.
- Suggested specific actions that you can take to increase the value of your business.

We will visit your site to interview personnel and collect information, and will return to review the report with you. For a limited time we offer this for a low fixed fee of \$2,000 plus out-of-pocket travel expenses.

¹ The report provides a preliminary indication of value. It does not provide a Conclusion of Value as defined by the Professional Standards of the National Association of Certified Valuation Analysts. Additional analysis and disclosure would be required to express such a conclusion. This engagement should not be used for or relied upon for uses requiring a conclusion of a fair market value, such as for federal estate or gift tax return support.

Specifically for Remanufacturers

You know your business is worth more than book value. But how much more? Most financial people do not understand the “true” value of cores and remanufactured products, because they only look at tax returns and book value. We look at those things also, but add to it an understanding of the remanufacturing issues that affect your business. We also know how to increase shareholder value so that when it is time for you to transfer the ownership of your business, you will be able to meet your financial goals.

Who Are These Guys?

Hood Johnston, CPA, CVA, CMA has over 20 years of financial management experience. He has been CFO for small and mid-market manufacturers in a wide range of industries. Certified in valuations since 1997, he is the founder of American Business Valuation Services, Inc. He is a graduate of Bucknell University and earned an MBA from Rider College.

Ron Giuntini is one of America’s leading authorities on remanufacturing. He has been closely affiliated with the Automotive Parts Rebuilders Association and is the Chair of the APICS Remanufacturing and Service Parts Special Interest Group. He has over 25 years of operations experience, including over 10 years of running a remanufacturing and service parts enterprise. Ron received a BA from SUNY at Stony Brook and an MBA from Indiana University at Bloomington.

Information Inquiry

Please let us know about you and which independent valuation services to help your business are of interest.

Formal Business Valuation

- I am anticipating a transaction that will require a formal valuation.

Please call me.

Show Special Business Valuation

- I want to take advantage of current special rates to learn more about the value of my business and the things we can do to build its value.

Please call me.

Remanufacturing Specific Management Support

- I can't find financial or operational people who can address the particular needs of remanufacturing and provide the support I need.

Comments:

Name

Company

Street/PO Box Address

City, State Zip

Phone

E-mail

American Business Valuation Services, Inc.