

REPRESENTATIVE DEALS

Semiconductor

- I/C manufacturer in the acquisition of the assets of a bankrupt competitor
- Semiconductor equipment manufacturer in the acquisition by manufacturer of sub-assemblies and modular gas delivery systems
- Printed circuit board design company in merger into publicly-traded electronics manufacturing company
- Semiconductor company in acquisition of wafer fabrication facility

Manufacturing

- World's largest supplier of carbon fiber centrifuge rotors in an acquisition by a publicly-traded supplier of laboratory equipment
- Metal fabrication company in acquisition by publicly-traded conglomerate
- Minority shareholder of vacuum systems manufacturer in leveraged buyout of founder and majority shareholder
- Food processing company in consolidation with similar company
- Medical device manufacturing and distribution company in acquisition of two competitors

Software

- Publicly-traded electronics manufacturing company in acquisition of communications software company
- Supply chain outsourcing company in acquisition by publicly-traded e-commerce company
- Software development services company in acquisition of software consulting company
- Software and hardware manufacturer in sale of software division to software company

Internet/Communications

- Internet data center in acquisition of co-location facility from bankrupt competitor
- Communications company in acquisition of ISP equipment and customers from two bankrupt competitors
- Automotive e-commerce service in acquisition of Web-based, Canadian provider of market information for purchasers of new and used automobiles
- Assisted in arranging financing for publicly-held telecommunications company

Media/Publishing/Printing

- Media company in sale of radio station assets to a leading foreign language broadcasting company
- Media and publishing company in merger with competitor
- Privately held on-line publishing company in sale of assets to competitor
- Specialty publisher of professional materials in sale of electronic publishing divisions

Financial Services/Real Estate

- Residential mortgage banker in acquisition by publicly-traded mortgage banking company
- Residential real estate company in acquisition by the largest U.S. residential real estate brokerage company, a subsidiary of a publicly-traded financial services company
- Mortgage broker in rollup of six related entities
- National bank holding company in merger with competitor

Automotive

- Towing company in acquisition by a publicly-traded national towing company
- Tire distributor in multi-million dollar acquisition of two competitors
- Automotive dealership in acquisition of five Bay Area new car dealerships
- Automotive parts franchisee in sale of assets to private buyer

Distribution/Wholesale

- Concrete production and distribution company in rollup transaction of several competitors
- Tool and supply distributor in acquisition by a private buyer
- Paper products distributor in sale of business to next generation family members and key

employees

- Medical instruments supplier in merger with publicly-traded pharmaceutical company

Retail

- Owner and operator of 25+ grocery store chain in merger into 85+ grocery store chain
- Franchisor in acquisition of numerous commercial outlets and real property
- Buyer in acquiring a chain of convenience stores and related real estate in 9 states
- Multi-location retail clothing company in acquisition by private buyer

Professional Services

- Numerous accountants, engineers, architects, physicians, dentists, attorneys and similar professionals in the purchase and sale of large and small professional services firms
- Medical radiology group in public rollup transaction involving several radiology groups
- Emergency care physician group in acquisition by nationwide provider of emergency care services
- Prominent Bay Area regional CPA firm in merger with similar regional CPA firm

Nonprofit Organizations

- Merger of two large nonprofit community foundations, resulting in the fourth largest such organization in the U.S.
- Nonprofit provider of services to emotionally disturbed children in merger with similar nonprofit agency
- Nonprofit social services agency in acquisition of nonprofit provider of bereavement counseling and support services
- Provider of job training and resources for disabled individuals in acquisition of assets of nonprofit provider of vocational programs
- Museum in acquisition of collection of electronics industry artifacts from nonprofit foundation

Other Businesses

The M&A Team has represented a variety of other businesses, including:

- Largest Bay Area commercial laundry business in acquisition by division of publicly-traded worldwide hotel company
- Billing services company in acquisition by nationwide provider of emergency care services

- Event production company in acquisition of two similar companies and subsequent acquisition by a competitor
- Restaurant in sale of assets
- Seed producer in acquisition of seed coating developer
- Privately-held winery in acquisition by competitor
- Winery in acquisition by private buyer
- Owner and operator of golf courses in acquisition by privately-held buyer
- Buyer in acquisition of petroleum refinery and related real estate

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