



IN THEIR
WORDS



BENCHMARK
INTERNATIONAL

RESPONSIVE

"While Benchmark was involved throughout the process, their assistance on getting extra value built into the deal after the acquirer's initial valuation was received really demonstrated their unique expertise and command of the process."

- Roy Hoffman, MC2 Inc.

GROWTH

"I would like to thank the Benchmark International team for their dedication and persistence. Their team and hands on approach provided excellent marketing documents, broad coverage across various types of prospective buyers, and resulted in multiple offers over the term of our engagement"

- Kris Bishop, Integrated Legacy Solutions

GRACEFULLY

"Benchmark International played an instrumental role in helping me to exit my family legacy business gracefully. The team did an outstanding job of marketing my business toward motivated buyers, and ultimately finding the perfect fit in Southern HVAC. I would like to thank the Benchmark transaction team for the extraordinary effort in making this transaction a reality."

- Melissa Vaughan, Fast of Florida, Inc

INVALUABLE

"The Benchmark team was invaluable throughout the deal. They recommended that we use the same attorneys they previously worked with for Rx30. With Benchmark and the attorneys' combined knowledge of previous deals and industry standards, we knew that they would be the only representatives that would be able to agree to a great deal on our behalf while keeping our priorities in mind. The combination brings two companies with similar cultures and philosophies together to provide better resources for our clients."

- Roger Warkentine, Computer RX



Roger Warkentine (left), Computer RX, and Kendall Stafford (right), Benchmark International

PERSEVERANCE

"Our engagement with the Benchmark team was an exceptional experience from start to finish. Every team member performed admirably with the utmost of professionalism, dedication and perseverance throughout the entire process. Unquestionably, we would not have consummated our transaction without their commitment to excellence and expertise. Without Benchmark International our company would not have accomplished what their team did. Our company and our family will be forever grateful for their outstanding performance and the numerous benefits we have and will continue to realize."

- Scott Hunter, NISSCO



FIRST RATE

"Benchmark International's team did an outstanding job of putting together a comprehensive, attractive presentation of Skillets, lined us up with first rate legal counsel, and very quickly identified a motivated buyer within two weeks of initial marketing."

- Ross Edlund, Skillets

INSTRUMENTAL

"Benchmark International played an instrumental role in facilitating a successful acquisition. From the beginning, the Benchmark team was diligent in identifying the perfect buyer for my business and brought multiple candidates to the table. I'd like to extend a big thank you to Benchmark for the hard work and extraordinary effort that made this transaction a reality."

- Bill Mosher, Mosher Engineering, Inc

STRATEGY

"We enjoyed working with Benchmark International. From the beginning, they understood the Oil & Gas Manufacturing market and were able to uncover various competent buyers for the machine shop portion of the business. The team continuously worked with us and adapted their strategy to match the ever-changing market conditions. Benchmark International presented several options to us, which allowed us to choose the best option for South Texas Precision."

- Walter Schouten, South Texas Precision

FUNDAMENTAL

"Benchmark International's hands-on approach during all aspects of the transaction process was fundamental in our successful deal closing. I would like to thank the transaction team at Benchmark International, for without the diligence and dedication of each member there, we strongly feel this end result could not have been achieved."

- Earle Schaller, NEFCO

QUALIFIED

"The sale of my company was an extremely lengthy and taxing process. Throughout the entire sales effort, the Benchmark team was very professional, responsive and kept their eye on the end goal, allowing me to continue running my business. I would highly recommend Benchmark to any small to mid-size business owner that is considering the sale or merger of their firm. I am excited for the AMTIS employees, and all of our customers who will remain in qualified and capable hands with BlackFish leadership team now behind the wheel."

- Barbara Stankowski, AMTIS



PROCESS

"We weren't looking to sell our company or be acquired or partner with anybody. We had such a good business model and profit model that we felt like it was impossible for anybody to offer what would make sense for us... Benchmark International changed that equation. They knew the business and the process; things we would have never known. We probably would have left cards on the table if we didn't have Benchmark in the process."

- Steve Wubker, RX30

FRONT OF THE PACK

"Benchmark was unbelievably helpful in assisting in the sale of my company. They explained the process and were in front of the pack the entire way to the finish line. I would highly recommend Benchmark to anyone wanting to sell their company."

- John Hagan, Plastic Revolutions, Inc.

CULTURE

"We are excited about the acquisition and RTM's future capabilities with the firm. Benchmark International's transaction team provided a great buyer that fits perfectly with the culture of our company. The team quickly sourced a motivated buyer, which eventually turned into our exit strategy. We would like to extend a special thanks to the team that quickly brought us results in finding the right buyer."

- Rod Finkle, Malone Finkle Eckhardt & Collins, Inc



DILIGENT

"I would like to thank all the members of the Benchmark International transaction team that worked diligently to produce this result and feel strongly we could not have achieved this without them by my side every step of the way."

- Gary Coker, Central EMS

AGGRESSIVE

"Benchmark was very aggressive, in a professional way. The "time is of the essence" mindset proved to be beneficial to us. We would not have been able to find a qualified buyer without their vetting process."

- Wendy Labadie, Central Window of Vero Beach Inc.

GUIDANCE

"The Benchmark team was very professional, responsive and provided great guidance during our entire transaction process. Having Benchmark on our side, focusing on the details of the transaction process, allowed our management team to continue to focus on the day to day running of our business. I would highly recommend partnering with Benchmark for any small to mid-size business owner that is considering the sale or merger of their firm. We are excited to be part of the ASD team and look forward to providing expanded services and capabilities to our clients through the synergies of the combined companies."

- Jeff Cook, Network Technologies, Inc

EXPERIENCE

"The Benchmark team, with their knowledge and experience in M&A transactions far surpassed my expectations. After owning my business for 25 years, Benchmark found the perfect buyer to continue the legacy. Thanks for all your help through this transaction."

- David Trout, Paragon Plastics

INTEREST

"The sale of Bayou Lawn Services was a difficult process that took quite a bit of time. Throughout the years I was engaged with Benchmark, I was presented many potential buyers. It's funny that the buyer ended up being the very first company Benchmark brought to me at the beginning of the marketing process. I appreciate the dedicated and positive approach that the Benchmark team had during the entire process. Their ability to maintain buyers' interest level through time played a large role in completing this transaction."

- Jim Allen, Bayou Lawn Services

RESULTS

"We are very pleased with the results that Benchmark International brought to the table. Benchmark International's team walked us through every step of the way and presented a variety of buyers that would fit our needs. Benchmark International understood our personal and professional objectives and diligently worked to source a buyer that would culturally align with these goals. We would highly recommend the Benchmark International team of experts to anyone looking to plan the successful exit of their business."

- Laura Toups, Urban Design Group

FIRST CLASS

"Our experience with Benchmark has been first class since day one. Their attention to detail, professionalism and availability at a moment's notice made us feel as if we were their only client. We would like to thank the team for helping us through the process and look forward to seeing the company grow under new ownership."

- Rick Shapley and Linda Frandsen, Cade & Associates Advertising, Inc

EXTRAORDINARY

“Benchmark International played an instrumental role in facilitating a transaction quickly and fairly. I would like to thank the Benchmark International transaction team for the extraordinary effort in representing Charron Sports in this deal. We strongly feel this end result could not have been achieved without the help of each member there.”

- Maury Purcell, Charron Sports

PERSISTENCE

“I would like to thank Benchmark International for their persistence, and focus during this transaction. As is often the case, this transaction faced numerous challenges during each stage of the process. The Benchmark team remained focused, and leveraged their experience to maintain forward progress during difficult times of the process.”

- Thomas Frey, Sillex



DEVOTION

We would like to thank Benchmark International for their devotion and proficiency in putting this deal together. We always knew that they were fighting hard to make this a winning deal for Southern Weaving Company. We're equally excited for the next chapter to begin in the long-standing legacy of both organizations. On behalf of myself and other members of the senior management team, we appreciate the support from all involved.”

- Ron Mohling, Southern Weaving



DEPTH

“What made me comfortable working with Benchmark is the depth of their experience working with multiple companies and the track record that they had built. I was immediately working directly with a very capable set of analysts who immediately educated me on what the process is. This was completely new for me, to go up to that 30,000 foot view and say ‘what have we built in this company that somebody may be interested, because they want to take this success and then make it even more successful?’ That was the process that Benchmark really helped me do for the first time. I had to put together a very detailed document, with their help, that illustrated by market, not only what we have done so far, but what the future could look like for an interested buyer.”

- Chet Joglekar, Conarc Inc

ATTENTION

"It has been a pleasure working with Benchmark International. The level of professionalism and attention to detail throughout the whole process has been second to none. I am convinced that the transaction would have taken an entirely different shape had Benchmark International not been involved."

- Jonny Staker, Keypak Limited

STRATEGIC

"We are delighted with the deal that Benchmark International has secured for us. We very much appreciated their professional approach and support at all levels and their ability to bring several strategic buyers to the table was key to negotiating the deal. The efficient project management of the process ensured an excellent outcome for both ROC North West and its directors' future."

- Hilary Waterhouse, ROC Northwest Limited



HIGH VALUE

"We would not have been able to conclude the deal at such a high value without the input of your entire team. The support through the initial meetings with potential buyers were held at your offices and it demonstrated to the buyer that we were presenting well with an excellent negotiating team working for us. That feeling continued with us throughout the process. In the final days of due diligence and the locked box analysis, which we did not ever understand and would have tripped us up if we had tried to do this without your support, was great...we cannot thank you all enough for taking us through this procedure to an excellent completion date. The feeling of elation at completion was something we will always remember."

- Mark Jenkins, Waste Check

EXPERTISE

"I would also like to take a moment and thank Benchmark International for their expertise throughout the sale. Naturally, selling a business is a major step, but Benchmark made it a truly seamless process. They were taking an active lead from start to finish and ultimately delivered the best results we could hope for. I was surprised and impressed by the amount and quality of buyers brought to the company and how all aspects of every potential opportunity were evaluated to achieve the best outcome for the owner and the company. Looking back, I clearly feel industry specialist would not have been able to provide us with this extent of options and analysis. Hearing about the process up-front and then watching it become implemented in real-time reinforces that engaging Benchmark was the best decision and fit we could have made to sell the business. My advice to any owner who genuinely wants to achieve the best results would be to engage with a global specialist like Benchmark rather than over-focusing on industry buyers."

- Renate Gerle, Atlanta Biologicals

PARAMOUNT

"Benchmark International was paramount to the success of our deal. Not only did the team at Benchmark demonstrate their expertise in all areas of M&A but they also took time to really understand my specific business and industry. Through Benchmark's process a number of potential partners were identified which allowed me to select the group who truly aligned with Adapt's people, culture, and vision for the future. I would like to thank the Benchmark transaction team for the extraordinary effort in making this deal a reality."

- Georg Heidelbergmann, Adapt Laser Systems

REACH

"Pulling Alpine and APF together would not have happened without Benchmark International's reach and knowledge of the market. As a first time seller, the team at Benchmark International guided me all the way from preparing to go to market to the actual closing table. The team was always responsive and always willing to help when needed. I would recommend any seller to engage Benchmark International in the sale of their business."

- American Precision Fabricators

QUALITY

"CES, Inc. has been utilizing M&A as one of our strategies to help achieve our growth goals over the past several years. By working with the team at Benchmark International to acquire Bean, Whitaker, Lutz & Kareh, Inc., we were able to identify and perform preliminary evaluations of several companies quickly and accurately within our targeted geographic area. Benchmark represented several prospective sellers that fit our criteria, and the responsiveness and quality of their initial teaser summaries and more detailed confidential information memorandums allowed us to optimize our search efforts to end up with the best company for CES, Inc. Their significant knowledge of the acquisition process, the sophistication of their systems (e.g., online data exchange), and their willingness to communicate deal structures based on their past experiences were all valuable to the success of our acquisition."

- Denis St. Peter, CES Inc.

DEDICATION

"Benchmark International has the knowledge and experience to manage and assist the many obstacles that a business owner faces when going through the sale of a business. In working with Benchmark International on the sale of MC Communications, I felt that their various teams understood my goals and exit objectives. With the knowledge of my specific objectives, Benchmark International was able to source a deal that would provide my business, employees, and clients a greater level of service and opportunities. Benchmark International's perseverance and dedication to finding solutions got the deal across the line."

- Mike Crawford, M.C. Communication, Inc.

VALUES

"We never thought there would be such an aggressive market for our company. The Benchmark International team was very professional and knowledgeable throughout the entire process. Having an experienced M&A advisor like Benchmark International allowed us to solely focus on the top-quality buyers in the market for our company. The team at Benchmark International took the confidentiality of our transaction seriously and ensured that all buyers were vetted appropriately. In addition, the team also ensured that any buyers they presented culturally aligned with the values our company stands by."

- Scott and Dani Clary, Technical Resource Group



PROFESSIONAL

"We chose benchmark International over the competition because it was a more professional presentation. I could also see a reflection of the big corporation. There was a process of professionalism that I felt comfortable with. If it was a flip of the coin and it didn't come up on Benchmark International. Then we'd keep flipping the coin."

- Chuck Gleason, Fulfill Plus

VISION

"We believe identifying the right opportunity with the right fit is critical for success in the M&A space. In working with Benchmark International on our most recent acquisition, we realized they share that same vision. Not only was the [Benchmark International] team helpful throughout the process, but their approach to this engagement was comprehensive, thoughtful and focuses while placing significant emphasis on the success of the combined firms. We look forward to working with them on future opportunities."

- Brian Wenzel, Atwell LLC

CONFIDENTIALITY

"From start to finish the Benchmark International team lead the way to a successful outcome. We could not have done this without their guidance and diligent work. Having a partner that values their client's confidentiality and is conscious of our goals made the process worth it. We would strongly suggest working with the Benchmark International Team."

- Brandon Parish, Landtec

DOING WHAT THEY SAY THEY WILL

"The greatest measure of a company is doing what they say they will. In the case of Benchmark International, they not only did what they said they would, but also, did more. I would definitely use them again and would recommend them to anyone who asked."

- CEO of DatabaseBrothers



X

"I had thought about trying to sell my company on my own. If I had tried to sell it on my own I wouldn't have known which markets to go after. You need to have someone who has the expertise to do that. Benchmark International provided that expertise. Based on my experience with Benchmark International I would highly persons to use them whether they're looking to buy or sell a company. They were very responsive, friendly and competent in their work, as well as being extremely thorough in researching potential buyers for their clients."

- Ann Zdansky, The Common Source

KNOWLEDGE

"I would certainly, without hesitation, recommend Benchmark International. I felt that they looked after us through every step of the process. I was solid in the knowledge that I always had Benchmark International to support me through the process."

- Martin Taylor, Lightning Packaging

PROFESSIONALISM

"Despite generating a number of interested parties, Benchmark International found the perfect acquirer within the first month of marketing the company. We were thrilled with their efforts and professionalism, and delighted we found an ideal match to drive the company forward."

- Sean Routh, The Canopy Company

PIVOTAL FACTOR

"The Benchmark International team was a pivotal factor in the consummation of this transaction. They were all hands-on deck when it came to the negotiations of the many moving pieces in a complex deal such as this one. We highly underestimated the value that a seasoned M&A advisor brings to the table."

- Jeff De Garmo, Cubic Inc.

TRACK RECORD

"I was previously engaged with another brokerage firm and later decided to engage Benchmark International for their extensive market reach and successful track record. I found that Benchmark International immediately understood the excavation drilling market and was able to introduce numerous buyers into the mix. Not only did the Benchmark International team bring forth and negotiate an offer that satisfied my expectations but also a buyer that I know will facilitate the continued growth of Ground Hog Foundation Drilling for many years to come. I highly recommend using Benchmark International for your M&A needs."

- Tom Baehr, Ground Hog Foundation Drilling

Tom Baehr (right), Ground Hog Foundation Drilling, and William Van Buren (left), Benchmark International



MULTIPLE OFFERS

“Benchmark International played an instrumental role in identifying an acquirer whose vision aligned with our own. The team brought multiple offers to the table, and created a competitive bid process among some of the top names in the industry. A big thanks to the Benchmark transaction team for the extraordinary effort in making this deal a reality.”

- David Hampson, Enroute



INTEREST

“Benchmark International generated significant interest in the market place for us, and I think that we must have interviewed in excess of 20 potential partners for the business including venture capitalist as well as business partners. Using the interest which was shown by several potential purchasers. Benchmark International obtained a very good sales price in excess of the level which they had anticipated we might achieve for the business.”

- Ronnie McFarlane, Sterimedix

UNDERSTOOD

“We had some very specific needs in terms of exit plans and Benchmark International understood that. They really understood how to present to prospective acquirers and put us first in that sense, and they were better than we’ve had before, after having worked with others in the same process that didn’t go through - that worked well for us.”

- Simon Williams, Label Express Limited

SUCCESS

“It was to our advantage that we had the Benchmark International team at hand for any advice, night or day. Not only did their services prove to be professional and in-depth, they really came through when we were at a cross roads on which direction to take the business. It is down to them the deal was such a success.”

- Gary Brown, Swan Seals

APPROACH

“Benchmark International took a step by step approach to giving us an initial valuation as well as giving us an idea of the process as to how the business would be marketed and how we would source potential buyers. The eventual sale price of the business was well in excess of what the industry norm was and that was due in no small part due to the intervention of Benchmark International.”

- Michael Robb, Michael Robb Accounting



BENCHMARK INTERNATIONAL



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