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# JANAS



## NEWSLETTER

### Specializing in Success

September 27, 2010

These are tough and unforgiving times. Small errors and learning curve mistakes can be fatal. Lenders and financiers have rarely been pickier. Buyers are more cautious and difficult to please. Competition is cutthroat. You only get one chance and you'd better get it right.

**Janas** professionals include eighteen investment bankers and consultants recruited from the top ranks of industry. This mature group has survived and prospered through recessions and credit crunches. The hard lessons of the past have prepared us to provide our clients with innovative solutions to meet today's unique challenges.

To focus our elite, individual talents on your challenges, the **Janas** team of accomplished investment bankers and consultants have organized themselves into ten Industry Sector Groups.

#### *Experience Achieves Results*

Twenty clients are currently relying on **Janas** experience to plot strategies to turn around and grow their businesses; make acquisitions; raise capital to fund growth; and sell their companies. Our *Specialty Manufacturing Group* is quite active. (Other **Janas** Industry Groups will be described in subsequent newsletters.)

This summer, **Janas** sold a family-owned business for approximately 10 times EBITDA despite harsh market

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conditions--twice the historical industry average for companies of its size.

*The Specialty Manufacturing Group* is working on 7 assignments. Services include:

- Accelerating the search for acquisitions by two operating companies.
- Aggressively marketing three companies looking for buyers.
- Solving accounting and management issues for two manufacturing companies.

### *Why not benefit from our Experience?*

The *Specialty Manufacturing Group* is led by [Dick Gregerson](#), President of **Janas Associates**. Dick has a long and successful track record of buying, managing and building value in manufacturing companies. He is joined by [Kern Kwong](#), who is a recognized expert in devising manufacturing relationships to create global sourcing solutions. [Chris Ball](#)'s background in electronics and automation provide insights into how technical issues affect business value. [Joe Feig](#) provides extensive hands-on management experience that draws upon his engineering and accounting expertise, while [Mike Poma](#)'s dynamic leadership has balanced the issues of running family-owned enterprise and winning against much larger competitors. The *Specialty Manufacturing Group* consistently achieves superior outcomes for **Janas** clients.

In these difficult times, with everything on the line, you can't afford to take a chance.

### ***Janas Associates... your Specialists in Success***

**Janas Associates** and **Janas Consulting** are firms of dedicated professionals who bring financial and managerial value to middle market companies, divisions of major companies, and foreign companies.

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