

M&A Alerts

April 6, 2005
Volume 5- Issue 14

Read
THE M&A ADVISOR
www.maadvisor.com

A supplementary newsletter from *The M&A Advisor*, The Leading Publisher
of Information and Conferences for Professionals in M&A, <http://www.maadvisor.com>

The 11th & 12th
M&A Advisor
Conference and Expo

HIGHLIGHTS

[1. International Coal Group to Acquire Anker Coal Group and CoalQuest](#)

[2. VWR International Acquires Irish Laboratory Supply Distributor](#)

[3. Analex Completes Acquisition of ComGlobal Systems](#)

[4. Perrigo Co. Acquires Agis Industries](#)

[5. Find/SVP Makes Acquisition in the Market Research Industry](#)

[6. Brown Gibbons Lang & Company Names Four New Partners](#)

You are receiving this free newsletter either because you are a subscriber or because someone who thought you might find it useful has forwarded it to you. If you are not currently a subscriber to our M&A Alerts™, you can sign up as a registered guest on our website for FREE. [Subscribe](#)

If you no longer wish to receive M&A Alerts™, please follow the directions at the end of this e-mail. Do not reply to this e-mail, it is not monitored. If you like our M&A Alerts™, you'll love our monthly newsletter! Subscribe Today! Our monthly newsletter encapsulates all of the information and transaction detail you need for small and middle market deals. Much of the information in our monthly newsletter is not available in our M&A Alerts. Call us at 1-877-99-MERGE to subscribe.

Please feel free to share this information by forwarding it in its entirety to your network of friends and colleagues.

1. M&A Advisor Award Winner to Acquire Anker Coal Group and CoalQuest

International Coal Group, Inc. (ICG) (OTC: ITCL.PK) has agreed to acquire **Anker Coal Group, Inc.** and **CoalQuest Development LLC** for an aggregate \$275 million of stock and assumption of \$25 million of funded indebtedness. Anker and CoalQuest together have planned 2005 shipments of 6.5 million tons of low sulfur steam and metallurgical coal from mines located principally in West Virginia and Maryland, and have an estimated 385 million tons of proven and probable reserves of steam and metallurgical coal. ICG expects both transactions to be completed in the second quarter. Funds sponsored by an **M&A Advisor Award** winner, **WL Ross & Co.**, own 9.2% of ICG, 43% of Anker and 51% of CoalQuest. Asked to outline his fund's aim in making the acquisitions, Wilbur L. Ross states ICG is totally focused on coal and looking to expand its market share. Although coal gas is in third place behind petroleum and natural gas as energy sources, it can be delivered for half the price as the other fossil fuels.

The acquisitions were negotiated and approved for ICG by a special committee of non-affiliated ICG directors, who were



[AUDIO
CONFERENCE
SCHEDULE](#)

[Conference Corner:](#)

[12th M&A ADVISOR
CONFERENCE,
CHICAGO, JUNE 27-
28](#)

[NOMINATIONS FOR
M&A ADVISOR
AWARDS NOW
BEING ACCEPTED](#)

Editor-in-Chief and
Publisher:
Roger Aguinaldo

Managing Editor:
Barry Kaplan

Marketing and Events
Manager:
Shari Berkowitz

Advertisers: Reach
over 51,000 readers
weekly: To sponsor
M&A Alerts™ call
(718) 997-7900.

Submit news articles
via e-mail at:
info@maadvisor.com
or fax us at (718)
997-7949.

advised by **Lehman Brothers** as financial advisor and **Kramer, Levin, Naftalis & Frankel** as legal advisors. Anker's special board committee retained **KeyBanc Capital Markets** as its financial advisor and **Dinsmore & Shohl** as its legal advisor. International Coal Group was represented by **UBS Securities** as its financial advisor and **Jones Day** as its legal counsel. Contact: Wilbur L. Ross, Jr. of International Coal Group, Inc., (212) 826-2111.

[Return to Top](#)

2. VWR International Acquires Irish Laboratory Supply Distributor

VWR International has acquired **AGB Scientific Ltd.** of Dublin, Ireland, the leading Irish scientific laboratory supply distributor. AGB, founded in 1967, has over 100 employees and distributes laboratory instrumentation, equipment, and consumables throughout Ireland and elsewhere. The company has Irish distribution rights for products from many international scientific manufacturers. In 2004, the company had sales of over EUR 30 million. VWR International is distributor of scientific supplies, with worldwide sales of US\$3.0 billion. Its business is diversified across a spectrum of products and services, customer groups, and geography. The company offers more than 750,000 products, from more than 5,000 manufacturers, to over 250,000 customers in the pharmaceutical, life science, chemical, technology, food processing, and consumer product industries throughout North America and Europe. The VWR International Group is headquartered in West Chester, PA. Contact: Ted Pulkownik, (610) 429-2791: ted_pulkownik@vwr.com.

[Return to Top](#)

3. Analex Completes Acquisition of ComGlobal Systems

Analex Corporation, a provider of professional services to federal government clients, has completed its acquisition of **ComGlobal Systems, Inc.**, a software engineering and information technology firm primarily serving federal government agencies and organizations. ComGlobal specializes in command, control, communications, computers and intelligence (C4I) programs for the military, and its largest customer is the **U.S. Navy's** Tomahawk Cruise Missile Program. With the ComGlobal

To Subscribe to M&A Alerts [Click Here](#)

Please feel free to share this information by forwarding it in its entirety to your network of friends and colleagues.

EUROMONEY
YEARBOOKS

Part of Euromoney Institutional Investor PLC

acquisition, Analex has more than 1,100 employees, approximately 70% of whom hold security clearances. ComGlobal also extends Analex's presence in strategic federal locations, including San Diego and San Jose, CA; Las Vegas, NV; Pascagoula, MS; and Norfolk and Arlington, VA. Consideration for the acquisition consisted of \$47 million in cash, \$22 million of which was financed with senior bank debt from **Bank of America** and \$25 million of which came from the previously announced sale of additional Series B Convertible Preferred Stock to **GE Pension Trust, New York Life Capital Partners, and Pequot Capital**. Contact: Amber Gordon of Analex Corporation, (703) 329-9400.

[Return to Top](#)

4. Perrigo Co. Acquires Agis Industries

Bank Leumi USA is joint lead arranger and syndication agent in a \$350 million credit facility for the **Perrigo Company**, used in part for its acquisition of **Agis Industries Ltd. JPMorgan Securities Inc.** acted as sole bookrunner and joint lead arranger. **JPMorgan Chase Bank, N.A.**, acted as administrative agent. The Perrigo Company, based in Allegan, MI, is a maker of consumer healthcare products and the world's largest manufacturer of OTC pharmaceuticals and nutritional products sold to food, drug, and mass-merchandise chains under their own labels. Agis Industries Ltd., a developer and manufacturer of specialized generic pharmaceuticals and active pharmaceutical ingredients, is the second-largest pharmaceutical company in Israel. Contact: Leslie B. Kahle (917) 542-2355; leslie.kahle@leumiusa.com.

[Return to Top](#)

5. Find/SVP Makes Acquisition in the Market Research Industry

FIND/SVP, Inc. (OTCBB: FSVP), a research and consulting firm, has acquired **Signia Partners, Inc.**, a provider of business research and fact-based decision support, focusing on the financial services, health care, and consumer sectors. **Kaulkin Ginsberg**, a Bethesda-based M&A advisory firm, served as advisor to Signia Partners and initiated this transaction. In 2004, Signia Partners generated revenues of \$4.4 million. The acquisition is part of FIND/SVP's "build and buy" strategy to become a single-source provider of business intelligence and

knowledge services. Read more about Kaulkin Ginsberg at www.kaulkin.com.

[Return to Top](#)

6. Brown Gibbons Lang & Company Names Four New Partners

Brown Gibbons Lang & Company (BGL), a leading cross-border, middle-market investment banking firm, announced today that four managing directors have become partners and that co-founders **Michael E. Gibbons** and **Scott H. Lang** have assumed the titles of chairman and chief executive officer (CEO), respectively. The new partners are **Scott T. Berlin** and **James C. Miller**, based in BGL's Cleveland office, and **Stephen J. Miles** and **David C. Sulaski**, based in Chicago. They join Gibbons, Lang, and **Andrew Petryk**, a partner based in the firm's Cleveland office, to comprise the firm's expanded management committee. Berlin has over ten years of M&A and restructuring experience, and leads coverage of value oriented financial sponsor groups and other similarly focused investors. He also has extensive metals industry experience. Jim Miller is an expert in industrial and electrical products distribution, having worked on sell-side, buy-side, and restructuring transactions since joining BGL. Jim also has deep experience in the food and beverage sector. Steve Miles has extensive M&A and capital raising experience across a broad spectrum of industries. He also has unique knowledge of global leveraged finance and the debt capital markets generally. David Sulaski heads BGL's private equity practice and directs the firm's other business development activities. He is also responsible for coordinating BGL's global transactions within Global M&A, a partnership of 24 investment banking firms located in 25 countries around the world, of which BGL is the U.S. member firm. Contact: Wendy Neal, Vice President of Marketing (216) 241-2800.

[Return to Top](#)

MARK YOUR CALENDARS!

AUDIO CONFERENCE DATES AND TOPICS

UPCOMING SESSIONS ARE:

HEALTHCARE ACQUISITIONS

MAY 5, 2005

CROSS BORDER FOCUS**MAY 26, 2005**

For more information, please visit
<http://www.maadvisor.com/audioconf/>

[Return to Top](#)

SAVE THE DATE!

The 12th M&A Advisor Conference & Expo
CHICAGO June 27-28, 2005 — Register **TODAY!**

The Drake Hotel, Chicago, IL

Speaker highlights:

- * **Roger Aguinaldo**, CEO & Publisher, **The M&A Advisor**
- * **Jay Jordan**, Founder and CEO, **The Jordan Company**
- * **John Troughton**, Director, **Cushman & Wakefield**
- * **Bruce Robinson**, President & CEO, **Quick Strategies Corp.**
- * Panel of executives from **Grant Thornton, LLP**
- * **Robert Strang**, CEO, **Investigative Management Group**

For the **FULL** Conference agenda please visit:
<http://www.maadvisor.com/conference/agenda.htm>

[Return to Top](#)

NOMINATIONS NOW BEING ACCEPTED

for

The 4th Annual M&A Advisor Awards, "**The Mackies!**"

If a deal was completed in the calendar year beginning September 2004 until Sept 2005 it is eligible. Please go to <http://maadvisor.webportalasp.com/cnt/files/nominationform.pdf> to download the official nomination form.

Submit it by fax to (718) 997-7949 or by email to info@maadvisor.com no later than 3:00 PM EST Friday, September 9, 2005.

Winners will be announced in December at the **4th Annual M&A Advisor Awards Dinner** in New York City.

If you want to submit a nomination or have any questions, please contact Barry Kaplan at (718) 997-7900 ext. 1311, or email to editor@maadvisor.com

[Return to Top](#)



If you no longer wish to receive M&A Alerts™, please send an email to remove@maadvisor.net with "REMOVE" in the subject line. Please allow 7 to 10 days for your request to take effect. Don't reply to this email; replies are not monitored.