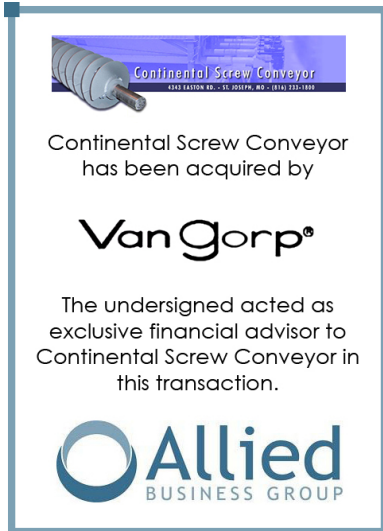


VAN GORP ACQUIRES CONTINENTAL SCREW CONVEYOR

By Tim Skarda, President
Allied Business Group, Inc.



CLIENT OBJECTIVE

Dave Wigton, one of the owners of Continental Screw Conveyor, a manufacturer of screw and belt conveyors, managed the business after his father passed away in 2009. For several years prior to his death, Wigton's father had gradually removed himself from the day-to-day operations of the company, which resulted in a decline in its overall performance. Ultimately, Wigton realized he had no desire to run the business and also recognized that it was in need of a revival. Consequently, he wanted to sell it in an expeditious manner.

SOLUTION

Given the circumstances of the business and the sale, Allied Business Group sought out growing companies in the dry bulk material handling equipment industry that could gain immediate synergies by either supplying to or utilizing the capabilities of Continental Screw Conveyor. In addition, Allied determined

that a suitable buyer would need to have the capability to supplement the current management team in order to turn the business around. Allied Business Group reached out to Van Gorp, a manufacturer in industrial material handling industry. Van Gorp was able to move quickly to complete the transaction, as well as supplement the existing management team.

RESULT

Allied Business Group completed the sale of 100% of Continental Screw Conveyor to Van Gorp in October 2010. Van Gorp had the ability to immediately supply parts to Continental Screw Conveyor. Van Gorp was also qualified to oversee the operations of Continental Screw Conveyor and supplement the management team as needed. This transaction resulted in maximum value for the client, while also achieving his goal of concluding the sale quickly. In addition, this transaction supported the local community by maintaining jobs and growing the area's industrial business sector.



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COMPANY INFO

About Continental Screw Conveyor: Established in the 1920s, Continental Screw Conveyor is a manufacturer of dry bulk material handling equipment, namely screw conveyors, belt conveyors and bucket elevators. The company performed design and build services through custom conveyor system applications. It provided solutions to a wide variety of industries including cement, coal, food products and gypsum.

About Van Gorp: Van Gorp is a manufacturer focused on the industrial material handling industry. At the time of this transaction, they were actively acquiring companies within the industrial material handling industry that would be synergistic with their existing companies.

About Allied Business Group: Allied Business Group is a boutique investment bank specializing in mergers and acquisitions, corporate finance and business valuations for privately held companies. Based in Overland Park, Kansas (a suburb of Kansas City) we provide our services to clients in a wide range of industries throughout the nation.

Because we believe that each client deserves our undivided attention, we accept only a handful of high quality engagements each year. We provide our clients with unparalleled service by fully understanding their objectives, developing a defined strategy, and executing with precision.

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