

DECEMBER 5, 2011

JUNCTION CITY WIRE HARNESS SELLS TO SENTRAL ASSEMBLIES

By Tim Skarda, President
Allied Business Group, Inc.

junction city | wire harness

has been acquired by



The undersigned acted as
exclusive financial advisor to
Junction City Wire Harness
in this transaction.



CLIENT OBJECTIVE

Chet and Marilyn Sliski, the owners of Junction City Wire Harness (JCWH), a leading supplier of wire harnesses for specialty vehicles, wanted to sell their company for maximum value. In addition, it was important to the Sliskis that any buyer retain the company's 100+ employees, including their son, Todd Sliski, who wished to continue managing its operations. Furthermore, the buyer needed to have strategic resources available to help grow the company while maintaining its reputation of providing quality products and superior customer service.

SOLUTION

Allied Business Group performed a targeted search for prospective strategic and private equity buyers and executed a confidential marketing process that included approximately 6,500 initial contacts. Professional marketing materials were created to present the business in the most beneficial manner,

communicating its past performance as well as its future potential. These efforts produced 75 qualified buyer candidates and, after receiving five competitive bids for the company, Allied completed the sale of JCWH to Sentral Assemblies, a cable assembly manufacturer based in Lincolnshire, Illinois.

RESULT

JCWH sold to Sentral Assemblies on December 5th, 2011. By acquiring the company, Sentral secured a second manufacturing facility in the Midwest, extending its geographic reach and expanding its product offering. The transaction resulted in our clients receiving a 20% premium over their company's appraised value. Moreover, Sentral agreed to retain all employees of JCWH and Todd Sliski continued to manage the daily operations of the company.



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About Junction City Wire Harness: Established in 1998, Junction City Wire Harness designs and manufactures electronic wire harnesses, panel assemblies and junction boxes for specialty vehicle manufacturers. Over the past several years, the company has become the leading supplier of wire harnesses to the terminal truck industry. Junction City Wire Harness established a competitive advantage by offering engineering services, quality products and responsive customer service.

About Sentral Assemblies: Sentral Assemblies is a leading manufacturer of cable assemblies that serves multiple markets across the data communication, healthcare, security and transportation industries.

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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