

**Available for Acquisition**

## **Leading Regional Court Reporting Company**

*Specialists in high profile, complex, high profit,  
and mass tort cases.*

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**Est. 2007 Revenue: \$5,300,000**

**Est. 2007 EBITDA: \$2,690,000**

**Location: Northeast US**

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- ***Desirable and Profitable Niche:*** The Company has carefully built a reputation for quality and excellence of service. This carefully cultivated reputation has resulted in the Company specializing and being well known in the lucrative mass tort market.
- ***Recurring Revenue Model:*** The mass tort market in particular and the court reporting industry in general provide recurring revenue streams. The Company provides a recurring model in both of these situations as well as archiving and selling transcripts for continuing and new mass tort cases.
- ***Blue Chip Customer Base:*** The mass tort nature of the Company's business built through meticulous attention to quality and service is achieved through a blue chip customer base of large national law firms that typically handle mass tort work.
- ***Experience and Specialization in Complex Cases:*** The Company's experienced and mature staff specializes in handling complex litigation mass torts including but not limited to Asbestos, Tobacco, Environmental, Pharmaceutical, and Medical cases.
- ***Trained and Experienced Staff:*** The shareholders over the years have taken the initiative to train and cross train the employee base to liaise more effectively with customers. The staff is familiar with and trained to handle more complex cases and situations than most court reporting agencies.

For further information regarding **Client # 0207**  
you are invited to contact:

**eMerge M&A**

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# Leading Regional Court Reporting Company

Specialists in high profile, complex, high profit and mass tort cases.

- **National Reach and Scalability:** The Company has developed a business model that can be brought into national markets with minimal incremental operating costs built on the current platform.
- **Professional and Experienced Management Team:** The Company's management team is in place to support the existing growth model or take the business nationwide.
- **New Standards in the Industry:** The Company has re-established and set the standard of service, responsiveness, professionalism, technological capabilities and additional value added services for the industry. This reputation for excellence has contributed to the growth of the Company and is now instilled in the culture of the organization.
- **“Turn-Key” Operation:** The Company operates as a total turn-key operation. Complete with in-house technology, service providers, administration, sales and marketing infrastructure.

## Business Summary

Founded in 1993, our client has over its 14 year history established the Company as one of the northeast's premier court reporting firms specializing in complex cases. The culture built by the shareholders that manifests itself in the market place includes a two fold philosophy. First, the Company has established an in-house staff and staff of reporters screened, trained and dedicated to the highest level of professional service. Secondly, the Company has adopted a quality policy that dictates that our client's "rough drafts are better than the competition's final product"

The Company has placed emphasis on building a highly profitable business model. The Company is selective in the cases it chooses to provide service to maintain a highly profitable operation. Management places more emphasis on controlled growth and higher profitability over simply building revenue run rates.

The nature of this market demands more experienced, professional and quality driven reporting agencies. The Company is a leader in this market in the New York (89% of 2006 sales) and New Jersey (11% of 2006 sales). The Company does provide services on a nationwide basis as needed but their customer contact base is the lucrative New York metro area.

The staff of 53 includes 7 full-time and 2 part-time personnel in production and editing, 1.5 in accounting and admin, 1 in calendar function although others are cross trained, and 41 experienced court reporters.

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