

MANUFACTURER OF TESTING INSTRUMENTS FOR TRANSPARENT MATERIALS IN AUTO, OPTICS, OTHER INDUSTRY

**FIRM'S DEVICES WRITTEN INTO AMERICAN, EUROPEAN TESTING STANDARDS
REVENUE OF \$7.2 MILLION, EBIT OF \$2.3 MILLION LOCATION: MID-ATLANTIC**

INVESTMENT HIGHLIGHTS

- ★ **INTERNATIONALLY RECOGNIZED TESTING TECHNOLOGY**
- ★ **INDUSTRIAL TESTING STANDARDS IN U.S. AND EUROPE CITE FIRM'S EQUIPMENT SPECIFICALLY**
- ★ **MAJOR INDUSTRIAL CUSTOMERS IN NORTH AMERICA, EUROPE AND ASIA**
- ★ **PATENT-PROTECTED TECHNOLOGY; TRADEMARK-PROTECTED INSTRUMENT BRANDS**
- ★ **WORLDWIDE RECOGNITION AND REPUTATION BELIES SMALL SIZE**
- ★ **THREE IMPORTANT NEW PRODUCTS INTRODUCTIONS IN 2001**
- ★ **HIGHLY ACTIVE WEBSITE; FREQUENT PRESS IN INDUSTRY AND TECHNOLOGY JOURNALS**
- ★ **SIGNIFICANT GROWTH UPSIDE: COMPANY HAS OPERATED WITH NO SALES FORCE**
- ★ **IMMEDIATE ENTRÉE INTO IMPORTANT INDUSTRIAL MARKETS IN U.S. AND ABROAD**

BUSINESS DESCRIPTION

Client #16485 develops technology and manufactures instruments to measure optical distortion, stress, light transmittal and temper in glass and other hard, transparent materials such as plastics and ceramics. Used for testing, measuring, calibration and industrial process control, these instruments range in price from less than \$400 for a standard device to about \$70,000 for a top-line process-control instrument. The Company serves customers around the world, principally in the U. S., Germany, France, Italy, Korea and China. Its customer list is large and ranges from small stand-alone testing laboratories to government agencies to industrial giants such as General Electric and PPG. Manufacturers employing the Company's products are principally found in the automotive-glass, architectural-glass, optical-glass, float-line glass, optical media, and plastics (medical and non-medical) industrial segments. As a profitable adjunct to its instruments business, the Company also offers testing services.

The Company enjoys an outstanding worldwide reputation and its scientists and executives are frequently published in trade and technical journals, both refereed and non-refereed. Industrial testing standards in the U.S. and Europe cite the Company's equipment specifically. Its business tends to be slightly counter-cyclical as its customers frequently rethink and revamp testing and process-control procedures during slow times. Most of its manufacturing is outsourced with final assembly done in-house. The Company employs no sales staff. It is located in a pleasant suburban setting near a major East-Coast city.

For further information regarding Client#16485, you are invited to contact: