

JANAS



NEWSLETTER

July 2017

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JANAS

BRIGHT WEST, INC.



Manufacturer of Test Equipment and
Out-of-Production Military Aircraft Parts

HAS BEEN SOLD TO

TCA Aerospace, LLC

Portfolio Company of



SECURITIES THROUGH:
JCC Advisors, LLC
MEMBER: FINRA and SIPC

AEROSPACE. Janas completed the sale of Bright West, Inc. The Company had been on the market previously through an intermediary who was not successful. The Company was highly profitable, but had a unique approach to the delivery of parts and other products to its customers.

Bright West and affiliated companies are recognized worldwide for providing systems, parts, components and support to the aerospace and defense industries as well as branded test equipment.

Bart Webb, a Managing Director of Janas with a focus on Aerospace, worked with Dick Gregerson, President of Janas, in the identification of a buyer and a successful closing. Their efforts resulted in a sale of the Company and its real estate to an institutional buyer.

The sale price of the business was 42.8% higher than an earlier appraisal and substantially exceeded seller's expectations. In addition, Janas arranged the sale of the building that housed operations at an attractive price. The transaction was further enhanced by Rutan & Tucker, who acted as seller's counsel and created substantial tax benefits in the deal structuring.

Janas and JCC Advisors served as Consultants and Investment Bankers to the owners of Bright West, Inc. in the Sale of the Company Stock and Related Real Estate.

Bright West was represented by Rutan & Tucker.



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Janas and Bart Webb engage in a wide variety of sell side and buy side assignments for the Aerospace Industry. Bart spent his career as an Aerospace Executive and owned an aerospace products company that he sold. He is presently working on several aerospace assignments, one of which is in final due diligence.

**THE MARKET INDICATES
HIGH EBITDA MULTIPLES
FOR QUALITY COMPANIES
PRIVATE EQUITY AND
STRATEGIC BUYERS
Securities through:
Member: FINRA and SIPC**

Janas Associates, Investment Bankers, and Janas Consulting, Management Consultants are recruiting new professionals to support growth of the Firm.

JANAS is an Investment Bank and Management Consulting firm focused on the middle market. Our professionals have personal experience in many industries and as former practicing professionals. We "*Put ourselves in the shoes of our clients.*"

JANAS

Investment Bankers and Consultants

Meeting Client Challenges

JANAS Consulting.

Our Results Speak for Themselves.

Securities Through:

JCC ADVISORS, LLC

Member: FINRA/SIPC

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