

*Business Finance Advisors
for
Privately Held Companies
Experiencing
Critical Business
Challenges*

HAMERNIK, L.L.C.

Hamernik, L.L.C. is a professional organization that concentrates on businesses experiencing change in their business strategies, operations, and profitability, their organization and/or capital and debt structure. The focus is on working with clients to develop practical solutions and to prepare and implement plan that coordinate the strategic, operating and financial elements of recovery, reorganization, and financial restructuring.

Our Basic Beliefs:

- The focus must be on results, not who receives the credit.
- The relationships of other trusted advisors and professionals who may be working with a client are important and we will work with them, recognizing each one's experience and value to craft an appropriate solution for the business.
- Defined processes and documentation are critical to attaining desired results in this environment where an organization must cope with changing markets.
- Strategic planning begins with assessing the strategic position.
- An advisor must bring:
 - Relevant experience
 - Integrity and objectivity
 - Vision and creativity
 - Analytical skills and tools
- A successful partnership with the client must be founded on confidence, honesty and trust. Differences of opinions are okay.
- There must be a commitment to the urgency of the situation, understanding alternative points of view and to always be proactive in seeking and recommending solutions.

One Indiana Square, Suite 1550
Indianapolis, Indiana 46204
Telephone: (317) 684-1550
Fax: (317) 917-3118

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Our Professional Financial and Business Advisory Services

Strategic Assessments & Consultation:

- Diagnostic Assessments .
- Financial Strengths, Strategies & Viability
- Evaluating and Prioritizing Alternatives
- Strategic planning begins with assessing the strategic position.
- Turning Strategic Plans into Measurable and Actionable Initiatives with Documentation
- Operational Audits and Measurements
- Cash Forecasting, Budgeting and Financing

Bankruptcy and Creditor Workouts:

- Business Viability Assessments
- Forbearance Arrangements
- Formal and Informal Proceedings
- Use of Cash and Other Collateral Agreements
- Projections of Cash and Collateral
- Special Reporting
- DIP and Exit Financing
- Closing Operations and Liquidations

Senior Management & Board Services:

- Visioning
- Facilitation and Planning
- Due Diligence
- Organization & Business Assessment
- Mentor and Leadership Support
- Referrals to Strategic Resources

Business Management Transition:

- Mergers, Sales and Acquisitions
- Breakups and Buy-Outs
- Succession in the Family-Owned Business
- Turnaround and Recovery
- Reorganization and Restructuring the Business
- Transition Planning and Management

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Experience and Understanding Make a Difference...

- Understanding the stresses and pressures of under performing and troubled companies and delivering services that focus on the critical issues facing these companies (i.e., importance of cash flow, cutting losses and stabilizing operations, financial controls and accounting procedures for timely and reliable reporting of information, viability of the business now and in the long-term, maximizing enterprise value, use of collateral and benchmarking against the financial forecasts and the business turnaround plan).
- Experience in providing services to under performing and troubled companies, creditors and stakeholders and understanding the work-out, corporate reorganization and financial restructuring process and the special services that are required in these situations (i.e., identifying the core business and assessing viability; financial forecasting and modeling; strategic assessment and planning for crisis, short-, mid-and long-term; refocusing attention to the crisis and short-term business plan; communicating and negotiating with diverse and combative constituencies and aligning management and creditor expectations with reality).
- Experience and familiarity with the kind of crisis situation(s) that a company faces or may be experiencing because of a debt related problem, financial performance or operational and business issue, and knowledgeable of the type of services and responsiveness that is expected from consultants and financial advisors in these situations. Understanding the needs of all constituencies and parties-in-interest for information to make informed judgments and decisions.

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Making decisions in complex, difficult sensitive areas requires experienced and objective advisors. We find that our role as an advisor and consultant often can extend over these primary activities:

- Assessing the strategic position of a business or division and its viability.
- Identifying, framing and evaluating options.
- Developing and implementing strategic and innovative solutions for businesses facing crises because of debt related problems, organizational changes, poor financial and operating performance or other business reasons.
- Preparing specific and actionable initiatives to address critical situations and “hands on” support and mentoring to management.
- Planning, structuring and negotiating plans to reorganize and restructure businesses and organizations in both formal and informal arrangements.
- Preparing and guiding the execution of wholistic workout and turnaround plans.
- Raising capital through the private placement of debt and equity and the negotiation and structuring of financing.
- Investing, analyzing, and evaluating information for planning and resolving differences of opinions and disputes.

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Our Industry Experience:

Construction:

Water, sewer and utilities
Specialized trade contractors
Erection and structural
Construction management

Manufacturing:

Commercial printing
Saw mills, lumber, wood products and wood furniture
Fabricated structural steel
Manufactured housing and components
Vehicle and truck bodies and parts
Hat, cap and other apparel
Iron and steel foundries
Metal stamping and fabricated metal products
Machines shops and precision turned products
Production machinery, equipment and systems
Measuring and controlling devices and valves
Metal coating, electroplating and allied services
Audio media reproduction
Robotics

Wholesale Trade and Distribution:

Construction and building materials
Industrial supplies
Meat and groceries
Metal service centers
Petroleum and petroleum products
Novelties, games and videos
Commercial equipment rental and leasing

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Our Industry Experience continued:

Retail:

Automotive parts and accessories
New and used car dealers
Buy here, pay here auto sales
Boats and marine
Convenience stores
Pharmacies and drug stores
Men's and women's clothing stores
Gift and specialty stores
Department stores
Equipment and industrial machinery
Consumer rentals
Telecom

Transportation:

Freight and truck lines
Taxi and limousine operations

Real Estate and Rental:

Residential and non-residential real estate
Property development
Property management
Affordable housing
Assisted living

Other:

Employee placement and staffing
Surgery centers and medical offices
Law firms
Specialized design, consulting and business services
Financial holding companies
Civic, social, educational and not-for-profit organizations

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HAMERNIK, LLC

Representative List of Bankruptcy Proceedings:

Action Steel Supply, Inc.
Albert J. Antico et al. (As Examiner)
Allied Companies, Inc.
Ambassadair (purchase for the buyer in ATA
bankruptcy)
American Monitor Corporation
American Security Company of Crawfordsville, Inc.
Astra Financial Services/
The Calcars Corporations
Basic Education Training Assoc.
BK 5009 Restaurant Management, Inc.,
BK Restaurant Management Group
Blue Lustre Products, Inc.
Bobby J. Key et al.
Bruce A. Bodner
Bryon Nixon, Jr. d/b/a Nixon farms
Carburetor Exchange, Inc.
Caribou Partnerships II, III, and IV
Castleton Associates Limited Partnership
Champion Auto Services
Churchill d/b/a Sir Winston Apartments
Circle City Glass Co.
Colonial Discount Corporation
Consolidated Silver Recovery
Continental Steel Corporation
Continental Training Services, Inc.
Coopersmill LLC
Cornelius Communications Company
Cybo Robots, Inc.
Dave's Detailing, Inc.
Design Industries, Inc., pegRAIL, Inc.
Dickey and Son Machine & Tool Company, Inc.
E-biofuels, LLC
Ellenstein Stores, Inc.
Embry & Co., Inc.
Environmental Waste Control, Inc.
Firstmark Corporation
FDL, Inc.
Geo. H. Knollenberg Co., Inc.
GS Lodging Venture, LLC
GSC Manufacturing, Inc.
Hamilton Foundry & Machine Co., Inc.
Harry Levinson, Inc.
Hilltop Press, Inc.
Hoffmeister Personal Jewelers, Inc.
Holland House Furniture, L.L.C.
Hoosier Aircraft Accessories, Inc.
Hoosier Cartage & Transfer, Inc.
J.C. Sales, Inc.
Kiel Bros. Oil Company, Inc. and KP Oil, Inc.
Kramer's Custom Weed Spraying
K-Whit Tools, Inc.
LDI Manufacturing Co., Inc.
Louisville Manufacturing, Inc.
M & S Precision Machine, Inc. and FLP Leasing, LLC
Memorial Marketing Systems, Inc.
Midwest Concrete Pumping, Inc.
Omni Restaurants, Inc., KD Development, Inc.
and Michael P. Frank Company
Paul Harris Stores, Inc.
Performance Press, Inc.
Potter Material Service, Inc.
Professional Restaurant Management, LLC
ReGin Manufacturing, Inc.
Reliable Drug Stores, Inc.
Rohn Industries
Scherer Industrial Group, Inc.
Shenango Industries, Inc.
Tell City Chair Company, Inc.
The Record Company (As Examiner)
Tyre Distributors, Inc.
Union City Body Company, Inc.
Waddell Grain Co., Inc.
Walter R. Key
Warsaw Hotel Partners LLC
Wellman Thermal Systems Inc.
Windsor Park, Ltd.
World Media Group, Inc.
Yoder Kitchen Corporation