

RUSSELL T. DRATWA CFP

Investment Advisor

We believe Alberta is about to get Powerfully RICH! What's happening to you and your investments?



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September
2007 on
TEAM 1260 AM
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Russell Dratwa,
Voice of
Edmonton Business,
Monday-Friday
6, 7, and 8 am



Selling your business??...looking to buy a business or need some corporate financing?

We interviewed Ron Dersch, President of his private firm, **DAI Capital Advisors** which is a mid-market corporate finance & investment banking firm located right here in Edmonton. Ron helps business owners that are looking to buy a business, sell their business or looking for corporate financing. He indicates about 75% of DAI's business is generated from corporate finance & the acquisition side while 25% comes from those looking to sell their business. His typical client is in the mid-market sector around the \$5 to \$100 million dollar range.

Ron currently sits on two Boards here in Edmonton; AGIO Investments Ltd., a transportation & logistics company, and WebbCo International, a real estate development company. He is looking to expand this role of providing strategic advising through sitting on additional Boards.

A couple of interesting comments from Ron included the 3 biggest challenges a business owner must face when selling their business. To hear the challenges, give a listen to the full interview (about 12 minutes) on my website at

www.secureretirement.ca

After the interview, Ron & I chatted a bit about **the current marketplace in Alberta** & he indicates there has been a dramatic slowdown in Mergers & Acquisitions activity due to many factors such as low natural gas prices, the cash liquidity crunch caused by the recent bad paper issue (ABCP), the Fed's initiative to tax Income Trusts by 30% in 2010, & now the possibility of a 20% rate hike in Royalties in the oil sands sector here in Alberta.

Ron mentions that he recently saw an auction in Calgary where actual rigs were being sold by a service company to stay solvent. We are very tuned into this as you never know when the bottom hits but you certainly know you are in the vicinity when you see a couple of bankruptcies & see a few grown men weeping, which has yet to happen...many believe Q4 of 2007 or perhaps the end of Q1 of 2008. We're keeping some "powder dry" & watching some high quality companies to see who can come out of this before we jump back in as only the strong will survive.

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Just take a look at the attached graph & you'll see an example of what the oil & gas servicing sector has been going thru of late & we're talking one of the biggest & best in Canada, Precision Drilling.

PRECISION DRILLING TRUST - PD.UN (TSX)



This newsletter is merely a means to get very basic info to you as quickly & efficiently as possible. Please call me directly @780-668-5237 to discuss further before investing in these companies as they may not be suitable for all investors. There are always unique characteristics & risks for each company that can include illiquidity, targeted entry level price, insider buying/selling, commodity.

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