



621 Capitol Mall
25th Floor
Sacramento, CA 95814
Phone: 916/447-8175
Fax: 916 442 0382
Email: scadrina@nossaman.com

December 5, 2016

Member Alert
Opus Inspections to Acquire Emission Test Equipment Business from BOSCH
(Formerly SPX Division)

We just became aware that this initial release went out on November 29th 2016. The two companies are in the process of finalizing the purchase agreement and will be releasing their final information when the acquisition is completed.

There are some major things that will impact you if you're in the Smog Check Business.

The acquisition of SPX/BOSCH by Opus will make OPUS and Worldwide the sole providers of BAR 97 equipment for California.

We have been discussing the concerns many of you had over the elimination of dial up to a dedicated internet protocol system with the old BAR 97 Gen 1 and 2 systems. It's our understanding that OPUS is working with many of the Smog Check Stations to get them into the Gen 3 systems that will allow for the dedicated internet connection for BAR 97 as well as the interface with the dynamometers.

This will be a major consideration for our members as it is our understanding the old BAR 97 would become obsolete and the businesses would have to work out the lease terms for the new Gen 3 equipment with the elimination of the old dial up system on BAR 97 equipment.

OPUS INSPECTION SIGNS AGREEMENT TO ACQUIRE U.S. EMISSION TEST EQUIPMENT BUSINESS FROM BOSCH

Posted November, 2016

Contact: Jim Sands
Phone: (860) 392-2174 Fax: (860) 392-2105
jim.sands@opusinspection.com
www.opusinspection.com

FOR RELEASE

9:00 a.m. EDT, November 29, 2016

Today, Opus Inspection has signed an agreement to acquire the U.S. based emission test equipment business from Bosch Automotive Service Solutions Inc. The acquired business activities include sales and service of emission test equipment in California, Pennsylvania and North Carolina at over 5,000 active customers that are new to Opus. In 2015, the business generated over \$5 million in revenues. Operating profit margins over the past three years varied between 10 – 15%.

Opus Inspection expects to close the transaction on December 1, 2016. The purchase price is approximately \$1.5 million.

“The acquisition broadens Opus Inspection’s customer base in the U.S. for the supply and service of emission test equipment in three strategically important markets. We are excited to bring Opus’ vastly successful EaaS (Equipment as a Service) business model to these new customers and expect to significantly exceed prior year revenues for this business under the EaaS model already in 2017”, says Jim Sands, President of Opus Inspection.



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Please feel free to share this with your business partners and connections.

We wanted to get you this information as soon as we received it and will update you once we receive more details.

Sincerely,

Johan Gallo
Executive Director
CalABC
Phone: 9494334513
Email address: gallojm@sbcglobal.net