

October 23, 1995

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Senior Attorney
Premerger Notification Office
Bureau of Competition
Room 303
Federal Trade Commission
6th Street and Pennsylvania Avenue, N.W.
Washington DC 20580

Dear Mr. Smith:

The purpose of this letter is to follow up on our telephone conversation of Friday, October 20. At that time, I presented the substance of the attached transaction description to you and we discussed several issues relating to the analysis of these transactions under the premerger rules. I

1. Is the joint venture regulation (§ 801.40) applicable to the analysis of these transactions?

NO. To the extent that § 801.40 is applicable, the formation of H appears to have been previously completed. The IPO and mergers would be considered transactions subsequent to the formation. In addition, § 801.40(a) contains language specifically excluding merger transactions from the formation of a joint venture.

2. How is the size-of-person of H determined?

The financial statements prepared for the IPO filing can be considered to contain the

transactions must be considered to occur sequentially. In the first merger in the sequence, H would have its "nominal" financial statements, but in each succeeding merger the financial statements of each previously merged company would have to

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be included. The "largest" merger may generally be considered to occur first (and, in this case, will be exempt from notification). Here, after H has acquired B₁, the acquisition of B₂ appears reportable, but the acquisitions of B₃ through B₆ would not appear reportable. *[If alternative orders are examined, it appears that if the acquisitions were sequenced as B₃ through B₆ followed by B₁ and then B₂, H would be considered a \$10 million person prior to the acquisition of B₁ and a \$100 million person prior to the acquisition of B₂. In this ordering the acquisitions of both B₁ and*

shareholders of the merged corporations, H should be considered to have total assets and approval not only which include those of B₃ through B₆.

shareholders of B₁ would be considered to acquire securities in a \$100 million person, not in the original H (a less-than \$10 million person).

Please call me at [redacted] and let me know whether I have correctly understood your

Enclosure

10/27/95 - talked with writer. As to 1., the j/o formation
with a subsequent merger (also former persons are

not 100% in any amount
sentences above, the filing persons must also view this way (since
PMN office does not recognize simultaneity) and must make report if this
order results in two reportable transactions (which it seems to do).

RB Smith

TRANSACTION DESCRIPTION

H is a corporation newly organized for the purposes of the transactions described herein. Six of H, a minimal amount of securities was issued to each of two individuals (I₁ and I₂), each of whom became a 50% shareholder of H. I₁ and I₂ are executive officers of B₁ (described below), but do not own controlling interests in that corporation.

H and S₁ - S₆ have entered into six merger agreements with six unrelated and mutually unaffiliated operating companies (B₁ - B₆), all corporations. The merger agreements provide that S_n will merge into B_n. B_n will become the wholly owned subsidiary of H and the shareholders of B_n will receive voting securities of H (and, in some cases, cash as well). H has filed with the SEC to conduct an initial public offering. All six mergers are to close simultaneously with the initial public offering. At the same time, the shares in H originally issued to I₁ and I₂ will be surrendered and canceled.

Audited financial statements of H were prepared in connection with the preparation of the SEC filing. These financial statements show nominal assets. Neither I₁ nor I₂ has \$10 million in assets or annual net sales.¹ None of B₁ - B₆ is engaged in manufacturing.² B₁ has total assets greater than \$10 million, but less than \$100 million; its annual net sales exceed \$100 million. B₂ (together with its ultimate parent) has total assets greater than \$10 million, but less than \$100 million; its annual net sales exceed \$25 million, but are less than \$100 million. B₃ - B₆ (together with ultimate parents, where applicable) each have total assets of less than \$10 million and annual net sales greater than \$10 million, but less than \$25 million.

¹ Counting investment assets, voting securities, income producing assets and the assets and annual net sales of businesses which they respectively control.

² I.e., their revenues are characterized in SIC codes outside of industries 2000-3999.