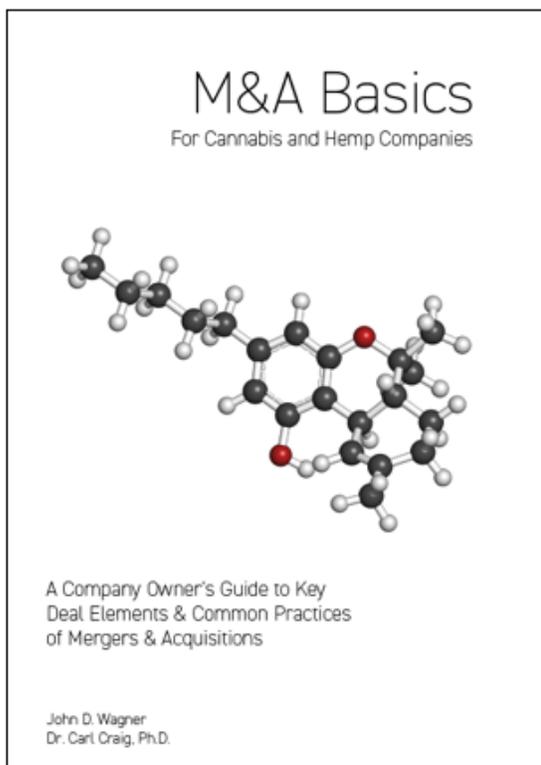


## **1stWEST M&A Just Published a Definitive, Book-Length Guide to Company Valuations, Mergers, and Acquisitions for Cannabis and Hemp Companies**

*Dr. Carl Craig and John D. Wagner's New Book Offers 24 Short Chapters to Help Cannabis and Hemp Companies Through the M&A Process*

**Evergreen, CO** – February 14, 2019: [1stWEST Mergers and Acquisitions](#), an international investment bank and M&A advisory company, today announced that two of its Managing Directors, Dr. Carl Craig and John D. Wagner, have published a definitive book to guide cannabis and hemp companies through every step of the mergers and acquisitions process.



The book, "*M&A Basics For Cannabis & Hemp Companies: A Company Owner's Guide to Key Deal Elements & Common Practices of Mergers & Acquisitions*," is available at this [link](#), priced at \$7.77 for a printed version, or \$1.99 for Kindle. (1stWEST M&A offers the book at no cost to companies that seek its advice.)

With short chapters, written in jargon-free language, the book covers every aspect of the

mergers-and-acquisitions process for cannabis and hemp companies, focusing on topics such as company valuations, strategies for leadership continuity, how to claim adjustments to EBITDA, and even why deals can fall apart. With decades of combined experience in M&A, Dr. Craig and Mr. Wagner reveal how to prepare a cannabis or hemp company for acquisition, how to navigate ever-changing regulations, and how to achieve top valuation in every deal.

Since 1stWEST M&A is mainly a “sell side” representative (e.g. offering guidance to client companies seeking to be acquired), “*M&A Basics for Cannabis and Hemp Companies*” is written mainly for owners of cannabis and hemp companies. But much can be learned by acquirers in these sectors, as well as by those providing infrastructure, IP, or products for cannabis and hemp markets, e.g. patents, packaging, software, marketing, and farm infrastructure.

Dr. Craig received his Ph.D. in chemistry from the University of California, Santa Barbara, with post-doctoral work at University of California, Berkeley. Dr. Craig was most recently Corporate VP and Chief Operating Officer for Microbial Solutions business at [Charles River Laboratories](#) (NYSE: CRL).

John D. Wagner serves 1stWest M&A with a special expertise in cannabis and hemp laboratories, software, and distribution networks; he is the author of 16 other books and is a widely cited M&A expert and widely published columnist.

“With the cannabis sector seeing such remarkable growth, and with so many new entrepreneurs jumping in, we thought it would help sellers

and buyers to offer this guide to the M&A process,” said Ted Rieple, 1stWEST Mergers and Acquisitions’ Managing Partner. “We feel that company values are nowhere near their peaks, but sellers have to be prudent when positioning for the highest value. That’s what our company and this book are all about.”

## **About 1stWEST Mergers & Acquisitions**

[1stWEST Mergers and Acquisitions](#) is full service, international investment banking and advisory firm that is focused on the underserved lower middle-market of companies with sales of up to \$100 million.

Serving mostly as a seller’s advisor, [1stWEST Mergers and Acquisitions](#) has brokered the sale of more than \$1 billion in deal values in a wide range of industries, from specialty chemical and distribution, to cannabis and hemp.

The firm has built a unique business-solutions platform for assisting owners and shareholders in selling their companies, acquiring other businesses, or raising growth capital. With Managing Directors in the US, Europe, Mexico, Panama, Peru, Brazil, Argentina and Chile, 1stWEST M&A is uniquely positioned to serve its clients around the globe. Learn more: [www.1stWESTMA.com](http://www.1stWESTMA.com)

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