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Murdoch Security Group Retains Mercer Capital as Its Investment Banker to Expand Network of Owner-Operated Acquisitions

NEW YORK, July 16, 2008 – Murdoch Security Group today announced an exclusive investment banking relationship with Mercer Capital, Ltd., a New York City-based investment banking and brokerage firm.

“Our relationship with Mercer will allow us to test the market as we expand our program of operator-owned companies,” says Murdoch Chairman and CEO William (Bill) Vassell. “As we continue to add high-quality partners to our network, we offer greater value to our growing client base.”

Andrew Dorman, a Director of Investment Banking with Mercer Capital, adds, “I’ve known Bill for a number of years—since he built Command Security—and believe in the approach he’s used in forming his company’s infrastructure. He’s an innovator and well respected in the security industry. We’re extremely pleased with this strategic partnership.”

Most of the 11,000 firms in the U.S. contract security industry are either small, locally owned enterprises or large conglomerates. By contrast, Murdoch employs a unique industry model in which local group partners maintain control and equity in their operations.

Local management delivers the personal service that distinguish smaller firms, while the Murdoch Security Group provides access to a national network of resources, as well as a corporate infrastructure that standardizes functions such as finances, legal services, and sales and marketing.

“We empower our partners to do what they do best: take care of their customers,” Vassell says. “They manage the important day-to-day decisions, and we share our expertise, best practices and purchasing power.”

Mercer Capital will also advise the firm on potential acquisitions and handle insurance and pension-related services.



Over the past year, Mercer has raised in excess of \$35 million for eight other companies.

Founded in 1994 as Murdoch Security & Investigations, the Murdoch Security Group delivers high-quality security services to clients throughout the East Coast. The firm offers a full range of security services, including security officers, investigations and executive protection. The organization serves a diverse client base through its group partners. This unique corporate structure offers personal service from empowered management, while maintaining company-wide standards to ensure consistent service levels throughout the organization.

Mercer Capital, Ltd., is a full-service investment banking firm that offers clients (individuals, businesses and institutions) a comprehensive menu of financial products and services, including insurance products, business continuity planning, consulting services, and equity and debt financing.

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