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DEALINGS IN A HIGH-TECH WORLD

Hanson partner snags document firm's stock deal

Teresa Pahl enjoys working with long-time client American Reprographics Co. — particularly when she can explain to potential investors what, exactly, the company does.

“Most people think they are a copy company,” she said. But ARC is no Kinko’s, according to the **HANSON, BRIDGETT, MARCUS, VLAHOS & RUDY** partner.

The Glendale-based company is one of the nation’s largest providers of large-format document reproduction services for the architecture, engineering and construction industries.

If a business needs to reproduce a sign, for example, they wouldn’t go to Kinko’s, Pahl said.

“You take it to a place that has color digital reproduction capabilities,” the San Francisco-based attorney said. ARC also reproduces hundreds of pages of blueprints and delivers them across the country.

Hanson, Bridgett took the company public in February 2003. More recently, Pahl and a team of lawyers represented ARC in its underwritten secondary public offering of 7 million common shares, worth about \$228 million on the New York Stock Ex-



REPRO WOMAN: Hanson, Bridgett partner Teresa Pahl likes explaining just what kind of services American Reprographics provides. Especially because she’s the lawyer the company retains for its stock offerings.

change. The company announced the deal April 6.

The price of the company stock had soared from about \$13 a share at its initial IPO price to a recent \$33 high. Thus several shareholders who had owned stock before the company went public decided to exercise their right to register their shares on the exchange, which resulted in the offering.

All of the shares being sold come from existing shareholders, so the company will not receive any of the proceeds from the offering.

The Hanson, Bridgett team also included San Francisco-based partners Fred Weil, Jonathan Storper, Constance Hiatt, senior counsel Scott Smith and Marcus Wu, and associates Catherine Dwyer and Anita Zerounian.

JP Morgan and Goldman, Sachs & Co. acted as joint book runners for the offering, and Robert W. Baird & Co., CIBC World Markets, Credit Suisse and William Blair & Company acted as co-managers.

Sullivan & Cromwell represented the underwriters, led by Los Angeles-based partner Frank Golay Jr. and assisted by associates Ann Chen and Ian Fried.

— Petra Pasternak