SAMPLE DOCKET · FICTIONAL MANDATE

# Sample — fictional companies

## Sample mandate: founder-owned commercial HVAC service contractors, US Midwest

Founder- or family-owned commercial HVAC and refrigeration service contractors with 25 to 150 employees, a recurring maintenance book and a principal approaching a transition, in secondary Midwest metros.

**This is an illustration of the shape of a Docket deliverable.** The firm (Sample Capital Partners, itself fictional), the mandate, every company, every domain (reserved `.example` addresses that do not resolve) and every quotation are invented. No row describes a real business and nothing here comes from a client engagement. Scores follow a stated rule set so the arithmetic can be checked, but the facts they rest on are fictional.

TRIAGE
Resolves identity before research is paid for; removes duplicates and wrong-site records; applies disqualifiers first.

SCOUT
Answers the mandate's questions as typed values, each quoting a retained page.

AUDIT
Re-reads with every fetch tool denied; strikes anything unquotable; leaves gaps visibly open.

## How to read this docket

Each company is a row of typed answers. Each accepted answer has a source page, the sentence quoted from it and the date it was read. A question the public record did not settle is listed as open rather than filled in. The accompanying CSV (`sample-docket.csv`) carries every field below, one row per company.

| | |
|---|---|
| **Fit score** | Sum of eight dimensions out of 100: ownership 20, size 15, service mix 20, geography 10, customer mix 10, licensing 10, succession 10, acquisition history 5. |
| **Band** | A 88 and over, B 72 to 87, C 55 to 71, Hold below 55. **Out** means a disqualifier applied (listed parent, or already sponsor-owned). |
| **Succession signal** | What the record says about the principal's horizon: stated intent, long tenure with no successor named, a recent CFO hire, an advisor engaged, or none found. |
| **Open questions** | What the retained pages could not answer. These are the next diligence questions, not blanks. |
| **Outreach status** | Nothing is contacted until the client approves both the target and the wording. Companies with a disqualifier are excluded. |

## Register

| Ref | Company | Fit | Band | Ownership | Succession signal | Staff | Outreach status |
|---|---|---|---|---|---|---|---|
| SMP-001 | **Brantwell Mechanical**<br>Dayton, OH | 96 | A | family owned | long tenure no successor | 84 | draft awaiting client approval |
| SMP-002 | **Oakhaven Climate Services**<br>Fort Wayne, IN | 95 | A | founder owned | stated intent | 46 | approved |
| SMP-010 | **Pinecrest Thermal**<br>Green Bay, WI | 93 | A | founder owned | long tenure no successor | 52 | draft awaiting client approval |
| SMP-012 | **Redwater Mechanical**<br>Springfield, IL | 93 | A | family owned | advisor engaged | 73 | sent |
| SMP-015 | **Stonebridge HVAC**<br>Evansville, IN | 93 | A | founder owned | long tenure no successor | 61 | draft awaiting client approval |
| SMP-004 | **Vessel Creek HVAC**<br>Grand Rapids, MI | 90 | A | family owned | advisor engaged | 112 | sent |
| SMP-016 | **Meadowlark Air & Heat**<br>Sioux Falls, SD | 89 | A | family owned | stated intent | 44 | approved |
| SMP-019 | **Granger Mill Climate**<br>South Bend, IN | 89 | A | founder owned | long tenure no successor | 49 | draft awaiting client approval |
| SMP-007 | **Harrow Point Mechanical**<br>Lansing, MI | 84 | B | management owned | none found | 96 | not started |
| SMP-003 | **Larchmont Refrigeration**<br>Peoria, IL | 83 | B | founder owned | long tenure no successor | 33 | draft awaiting client approval |
| SMP-006 | **Millrace Heating & Cooling**<br>Rockford, IL | 83 | B | founder owned | long tenure no successor | 41 | replied |
| SMP-009 | **Ashby & Rowe Refrigeration**<br>Duluth, MN | 83 | B | family owned | stated intent | 29 | approved |
| SMP-018 | **Fairhollow Mechanical**<br>Madison, WI | 79 | B | management owned | recent cfo hire | 125 | held |
| SMP-011 | **Northfield Comfort Systems**<br>Fargo, ND | 76 | B | founder owned | recent cfo hire | 67 | held |

| Ref | Company | Fit | Band | Ownership | Succession signal | Staff | Outreach status |
|---|---|---|---|---|---|---|---|
| SMP-021 | **Elmbrook Refrigeration**<br>Rochester, MN | 69 | C | founder owned | none found | 31 | not started |
| SMP-005 | **Tallgrass Air Systems**<br>Wichita, KS | 66 | C | founder owned | none found | 58 | not started |
| SMP-020 | **Quarry Hill Service Co.**<br>Davenport, IA | 66 | C | family owned | long tenure no successor | 36 | not started |
| SMP-014 | **Lowell Park Refrigeration**<br>Toledo, OH | 60 | Out | public parent | none found | 140 | do not contact |
| SMP-008 | **Copperline Service Group**<br>Kansas City, MO | 59 | Out | sponsor backed | none found | 210 | do not contact |
| SMP-013 | **Kestrel Ridge Service**<br>Cedar Rapids, IA | 54 | Hold | founder owned | none found | 38 | not started |
| SMP-017 | **Windom Cold Storage Service**<br>Omaha, NE | 37 | Hold | founder owned | none found | 27 | not started |

SMP-001 · SAMPLE RECORD · FICTIONAL

# Brantwell Mechanical

Dayton, OH · https://www.brantwellmechanical.example/

96

Band A · last reviewed 2026-09-29

## TYPED ANSWERS

| | |
|---|---|
| Ownership | family owned |
| Principal | Family owner-operator, 31 years |
| Succession signal | long tenure no successor |
| Headcount | 84 |
| Operating sites | 3 |
| Commercial share of revenue | 78 % |
| Maintenance agreements | dedicated page |
| Contractor licence | verified |
| Prior acquisitions | 1 |
| Revenue | not found |

## SCORE BY DIMENSION

| | |
|---|---|
| Ownership (20) | 18 |
| Size (15) | 15 |
| Service mix (20) | 20 |
| Geography (10) | 10 |
| Customer mix (10) | 10 |
| Licensing (10) | 10 |
| Succession (10) | 8 |
| Acquisition history (5) | 5 |

## EVIDENCE: SOURCE, QUOTATION, DATE READ

> *"Brantwell Mechanical has been a family-owned business for 31 years."*
> https://www.brantwellmechanical.example/about · read 2026-09-21

> *"Planned maintenance agreements: scheduled visits, priority dispatch and a single annual invoice."*
> https://www.brantwellmechanical.example/services/maintenance · read 2026-09-22

> *"The owner continues to lead the business day to day and no successor has been named."*
> https://www.brantwellmechanical.example/about/leadership · read 2026-09-23

## OPEN QUESTIONS

- financials.revenue_usd: not stated on any retained page

## OUTREACH

draft awaiting client approval: awaiting client approval of target and wording.

SMP-002 · SAMPLE RECORD · FICTIONAL

# Oakhaven Climate Services

Fort Wayne, IN · https://www.oakhavenclimate.example/

95

Band A · last reviewed 2026-09-29

## TYPED ANSWERS

| | |
|---|---|
| Ownership | founder owned |
| Principal | Founder and chief executive, 27 years |
| Succession signal | stated intent |
| Headcount | 46 |
| Operating sites | 2 |
| Commercial share of revenue | 85 % |
| Maintenance agreements | dedicated page |
| Contractor licence | verified |
| Prior acquisitions | 0 |
| Revenue | not found |

## SCORE BY DIMENSION

| | |
|---|---|
| Ownership (20) | 20 |
| Size (15) | 15 |
| Service mix (20) | 20 |
| Geography (10) | 10 |
| Customer mix (10) | 10 |
| Licensing (10) | 10 |
| Succession (10) | 10 |
| Acquisition history (5) | 0 |

## EVIDENCE: SOURCE, QUOTATION, DATE READ

> *"Oakhaven Climate Services was started in 1999 and is still owned and run by its founder."*
> https://www.oakhavenclimate.example/about · read 2026-09-20

> *"Planned maintenance agreements: scheduled visits, priority dispatch and a single annual invoice."*
> https://www.oakhavenclimate.example/services/maintenance · read 2026-09-21

> *"After three decades I am looking for the right long-term home for the company."*
> https://www.oakhavenclimate.example/news/a-letter-from-the-owner · read 2026-09-22

## OPEN QUESTIONS

- financials.revenue_usd: not stated on any retained page

## OUTREACH

approved: approved by client; scheduled.

SMP-010 · SAMPLE RECORD · FICTIONAL

# Pinecrest Thermal

Green Bay, WI · https://www.pinecrestthermal.example/

93

Band A · last reviewed 2026-09-29

## TYPED ANSWERS

| | |
|---|---|
| Ownership | founder owned |
| Principal | Founder and chief executive, 24 years |
| Succession signal | long tenure no successor |
| Headcount | 52 |
| Operating sites | 2 |
| Commercial share of revenue | 80 % |
| Maintenance agreements | dedicated page |
| Contractor licence | verified |
| Prior acquisitions | 0 |
| Revenue | not found |

## SCORE BY DIMENSION

| | |
|---|---|
| Ownership (20) | 20 |
| Size (15) | 15 |
| Service mix (20) | 20 |
| Geography (10) | 10 |
| Customer mix (10) | 10 |
| Licensing (10) | 10 |
| Succession (10) | 8 |
| Acquisition history (5) | 0 |

## EVIDENCE: SOURCE, QUOTATION, DATE READ

> *"Pinecrest Thermal was started in 2002 and is still owned and run by its founder."*
> https://www.pinecrestthermal.example/about · read 2026-09-12

> *"Planned maintenance agreements: scheduled visits, priority dispatch and a single annual invoice."*
> https://www.pinecrestthermal.example/services/maintenance · read 2026-09-13

> *"The owner continues to lead the business day to day and no successor has been named."*
> https://www.pinecrestthermal.example/about/leadership · read 2026-09-14

## OPEN QUESTIONS

- financials.revenue_usd: not stated on any retained page

## OUTREACH

draft awaiting client approval: awaiting client approval of target and wording.

SMP-012 · SAMPLE RECORD · FICTIONAL

# Redwater Mechanical

Springfield, IL · https://www.redwatermechanical.example/

93

Band A · last reviewed 2026-09-29

## TYPED ANSWERS

| | |
|---|---|
| Ownership | family owned |
| Principal | Family owner-operator, 41 years |
| Succession signal | advisor engaged |
| Headcount | 73 |
| Operating sites | 2 |
| Commercial share of revenue | 76 % |
| Maintenance agreements | dedicated page |
| Contractor licence | verified |
| Prior acquisitions | 0 |
| Revenue | not found |

## SCORE BY DIMENSION

| | |
|---|---|
| Ownership (20) | 18 |
| Size (15) | 15 |
| Service mix (20) | 20 |
| Geography (10) | 10 |
| Customer mix (10) | 10 |
| Licensing (10) | 10 |
| Succession (10) | 10 |
| Acquisition history (5) | 0 |

## EVIDENCE: SOURCE, QUOTATION, DATE READ

> *"Redwater Mechanical has been a family-owned business for 41 years."*
> https://www.redwatermechanical.example/about · read 2026-09-10

> *"Planned maintenance agreements: scheduled visits, priority dispatch and a single annual invoice."*
> https://www.redwatermechanical.example/services/maintenance · read 2026-09-11

> *"The company has engaged an advisory firm to explore strategic options."*
> https://www.redwatermechanical.example/news/strategic-review · read 2026-09-12

## OPEN QUESTIONS

- financials.revenue_usd: not stated on any retained page

## OUTREACH

sent: sent after client approval.