



SERVING COMPANIES NATIONWIDE SINCE 1954

Food Industry Biz MartSM

Acquisition Criteria & Disclosure Agreement

Date _____

We are interested in acquiring companies within the following areas:

- | | |
|---|--|
| <input type="checkbox"/> Apparel Suppliers | <input type="checkbox"/> Foodservice Retailers: |
| <input type="checkbox"/> Distribution | <input type="checkbox"/> Restaurants |
| <input type="checkbox"/> Food Processing & Suppliers: | <input type="checkbox"/> Grocery / Convenience Stores |
| <input type="checkbox"/> Bakery / Confection | <input type="checkbox"/> Beverage / Coffee / Snack / Vending |
| <input type="checkbox"/> Brewery, Distillery, Winery | <input type="checkbox"/> Hospitality Management (aviation, healthcare, school, churches) |
| <input type="checkbox"/> Beverages & Bottlers | <input type="checkbox"/> Other Retailers |
| <input type="checkbox"/> Meat / Poultry / Dairy | <input type="checkbox"/> Investment Firms, Banks, Consultants |
| <input type="checkbox"/> Fruit & Vegetable | <input type="checkbox"/> Packaging and Equipment Suppliers |
| <input type="checkbox"/> Snack Food Processing | <input type="checkbox"/> Refrigeration / Cooling / Storage |
| <input type="checkbox"/> Ingredient & Raw Product | <input type="checkbox"/> Wholesalers |
| <input type="checkbox"/> Other Processing & Suppliers | <input type="checkbox"/> Other (specify:) |

- In these geographical sections:**
- | | | | | |
|---------------------------------------|---------------------------------------|---|----------------------------------|------------------------------------|
| <input type="checkbox"/> Nationwide | <input type="checkbox"/> Central | <input type="checkbox"/> Midwestern | <input type="checkbox"/> Pacific | <input type="checkbox"/> Asia |
| <input type="checkbox"/> New England | <input type="checkbox"/> Southern | <input type="checkbox"/> Southwestern | <input type="checkbox"/> Canada | <input type="checkbox"/> Europe |
| <input type="checkbox"/> Mid-Atlantic | <input type="checkbox"/> Northwestern | <input type="checkbox"/> Rocky Mountain | <input type="checkbox"/> Mexico | <input type="checkbox"/> Worldwide |
- Or Specified State(s): _____

And would consider a business: With a history of earnings Not currently earning In financial distress

Within sales range of:

<input type="checkbox"/> \$1 - \$5 million	<input type="checkbox"/> \$10 - \$20 million	<input type="checkbox"/> \$50 - \$100 million
<input type="checkbox"/> \$5 - \$10 million	<input type="checkbox"/> \$20 - \$50 million	<input type="checkbox"/> Over \$100 million

Cash available for down payment:

<input type="checkbox"/> \$250,000-500,000	<input type="checkbox"/> \$1,000,000-2,000,000	<input type="checkbox"/> \$3,000,000-5,000,000
<input type="checkbox"/> \$500,000-1,000,000	<input type="checkbox"/> \$2,000,000-3,000,000	<input type="checkbox"/> Over \$5,000,000

Preferred management status: Retain Bring Either

Buyer's interests: Strategic Financial Either

Buyer's description of ideal acquisition: _____

Other companies/subsidiaries currently owned and/or affiliated companies: _____

- We wish to be offered only listings where the seller has agreed to pay your fee. We will work through you on these opportunities.
- We wish to be offered both listings where the seller has agreed to pay your fee and other opportunities where we pay your fee. It is understood that these will be so identified upon submission, along with your fee. If we are not already aware of these opportunities and would like to pursue them, we agree to work through you on these companies.

We agree to keep this information confidential and will work through Chapman Associates on any and all opportunities presented to us by Chapman Associates.

Signature: _____	Company: _____
Name (printed): _____	Address: _____
Title: _____	_____
Date: _____	Fax: _____
Telephone: _____	E-Mail: _____
Mobile Telephone: _____	Website: _____

Preferred Method of Contact: Telephone Mobile Telephone Mail Email Fax