

Food and Beverage Industry Appraisal Specialty Practice

Agriculture ♦ Food and Beverage Processing and Retailing ♦ Food Service



Hilco Offers You the Three Most Important Attributes You Can Have in a Food Industry Appraisal.

1. Experience

Annually, Hilco is the leader in food industry appraisals. Our practitioners regularly provide valuations involving:

- ♦ Agriculture and aquaculture
- ♦ Meat, Dairy, Bakery and Food Processing Machinery and Equipment
- ♦ Distribution and warehousing facilities
- ♦ Packaging equipment and materials inventory
- ♦ Food ingredients and finished goods inventory
- ♦ Grocery and specialty food and beverage retailing inventory and facilities
- ♦ Grocery pharmacy inventory and scripts
- ♦ Food service facilities and inventories
- ♦ Food service supply chain companies

Hilco has delivered more than 500 food industry asset appraisals with asset values ranging from \$100 thousand to \$1 billion.

2. Validation Through Asset Disposition Capabilities

Hilco—a world leader in asset disposition services—knows the value of food industry inventory, M&E and other assets, in part because our disposition capabilities support the quality of our appraisals. We understand current market conditions and variables.

3. Meaningful Reporting and Timely Delivery

Our user-defined reports are based upon an understanding of each client's specific needs, and are delivered on schedule to the client's request.

Some of our recent Food Industry clients include:



Meet the Food Industry Appraisal Team...



Allan Dubin
Team Leader



Steven Feldman
M&E



Ed Zimmerlin Jr.
Inventory



Jason Frank
Intangibles



Todd Haney
Real Estate

Experienced Leadership

Allan Dubin has more than 40 years experience in valuing and selling M&E in the food industry. Allan began his career in the bakery equipment field, but soon thereafter became involved in other sectors, including meat and poultry, snack food, candy, beer, beverage, dairy, pizza, pharmaceutical, cosmetics, pasta and pet food. He has also been involved with restaurants and supermarkets. Allan is a certified appraiser with the Association of Machinery and Equipment Appraisers (AMEA) and has passed the USPAP (Uniform Standards of Professional Appraisal Practice) requirements.

Machinery and Equipment

Food industry machinery and equipment appraisals are conducted under the leadership of **Steven Feldman**. A team of more than 30 M&E appraisal specialists plus analysts and writers support the practice. Steve has 30-plus years of M&E valuation and disposition experience, which includes all types of food-related assets. He is AMEA and EAANA certified. All of Hilco's M&E appraisers maintain professional certifications with ASA, AMEA or EAANA and have passed USPAP course requirements.

Inventory

Ed Zimmerlin has worked directly on or supervised more than 5,000 inventory appraisals, including several hundred involving food industry assets. Ed also works closely with Hilco's various asset disposition groups, particularly when they are involved with a company for which Hilco Appraisal has performed the valuation work.

Intangibles

Intangible asset valuations, including trademarks, trade names, patents, contracts and copyrights, as well as enterprise and FAS valuations, are provided by Hilco Enterprise Valuation Services, a Hilco Appraisal unit. The team leader, **Jason Frank**, has 10-plus years of experience in valuing intangible and tangible assets for lending and M&A transactions.

Real Estate

Consider the time-saving benefits of coordinating real estate valuations with inventory and M&E appraisals.

Todd Haney and Hilco's real estate appraisal group deliver nearly 1200 valuations annually. They are experienced in valuing agricultural land, food processing, warehousing and distribution facilities, and retail owned and leased facilities.

Hilco's "Added Value" Promise to You

1. Reliable gross and net liquidation values with clear and accurate exit strategies based on 40-plus years of food industry appraisal and disposition experience.
2. User-defined appraisal reports, based upon your specific needs. Delivery of reports to promise date.
3. Recommendations on best practices for post-appraisal collateral monitoring to help recognize the early warning signs of declining values.
4. A designated "Point Person" on every engagement to assure proper management of communications, process execution, quality control and the availability of valuation experts to provide appraisal insights and perspectives, helping you get behind the numbers and make better business decisions.

ALL APPRAISALS ARE USPAP COMPLIANT

Hilco Appraisal Services, LLC

Food Industry Appraisal Specialty Practice

www.hilcoappraisal.com

5 Revere Drive, Suite 202, Northbrook, IL 60062
Phone: 847.509.1100 • Fax: 847.509.1150

3 St. Helens Place, London EC3A 6AB
Phone: +44 (0) 8453 130 140 • Fax: +44 (0) 8453 130 150

North America: Atlanta • Birmingham • Boston • Chicago • Detroit • Los Angeles • New York • Oakland • Mexico City • Toronto

United Kingdom: Birmingham • Leeds • London • Southampton