



An Introduction

Presented By: **Douglas R. Krieser, ASA, FRICS**
President and Managing Partner

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About Valcon Partners, Ltd.

PROFESSIONALISM

The professionals affiliated with Valcon Partners, Ltd. have worked for a variety of well respected international and regional valuation and consulting firms, former “Big Five” accounting firms, or owned new and used equipment distributorships. These affiliates are located throughout the United States which allows flexibility in our ability to serve you.

The majority of these professionals hold designations such as the Accredited Senior Appraiser (“ASA”) designation, the Member of the Royal Institution of Chartered Surveyors (“MRICS” or “FRICS”) designation, or other respected designations. Since they hold these designations, the valuation professionals are required to frequently update their knowledge through continuing education and are held to the highest ethical standards. For more detail on these individuals, please view our Key Professional Resumes.

EXPERTISE AND RESOURCES

Whether the project requires the valuation of a single x-ray machine, the worldwide holdings of your corporation, or tagging, and reconciling thousands of assets, Valcon Partners, Ltd. has the expertise and resources to complete the project in a timely and efficient manner.

RELATIONSHIP ORIENTATED, COMMUNICATION AND TEAMWORK

Our goal is to be more than simply a provider of appraisal services. We want to become a trusted adviser who can be called upon to consult on a variety of valuation and asset-related issues. A trusted advisor communicates on a regular basis to eliminate surprises and works closely with you to come up with a variety of potential solutions to any given issue.

CREDIBILITY AND RELIABILITY

The professionals affiliated with Valcon Partners, Ltd. are held to the highest professional and ethical standards due to their memberships in various professional associations such as the American Society of Appraisers, the Royal Institution of Chartered Surveyors, or other professional associations. Also, all projects completed by Valcon Partners, Ltd. are completed in conformance with the Uniform Standards of Professional Appraisal Practice (“USPAP”) published by the Appraisal Standards Board and the Principles of Appraisal Practice and Code of Ethics of the American Society of Appraisers.

For international related projects (as applicable), the reports will be produced in accordance with the Royal Institution of Chartered Surveyors Appraisal and Valuation Standards (Red Book).

All projects are performed in a supportable and well-documented manner that will pass the highest scrutiny, be it from a financial institution, government entity or other organization.

FULL SERVICE

The valuation professionals affiliated with Valcon Partners, Ltd. are experts at valuing both tangible and intangible assets.

Examples of tangible assets include, but are not limited to the following:

1. Machinery and Equipment/Personal Property
2. Real Estate
3. Inventory
4. Accounts receivables

Examples of intangible assets include, but are not limited to the following:

- | | |
|---------------------------------------|---------------------------|
| 1. Trademark/Trade name | 5. Customer Relationships |
| 2. Trade Secrets | 6. Contracts |
| 3. Patents and Un-patented Technology | 7. Goodwill |
| 4. Assembled Workforce | |

Services Provided

Valcon Partners, Ltd. provides well-documented and independent valuations for a variety of purposes, including, but not limited to the following:

PURCHASE PRICE ALLOCATION

Assist clients in financial and tax valuations to meet the requirements of ASC 805, ASC 820, IFRS 3, etc.

PRE-ACQUISITION CONSULTING

Assist clients in an evaluation of the appropriateness of the asking price of an entire business (including tangible and intangible assets) or individual assets.

FINANCIAL REPORTING

Assist clients in financial valuations to meet the requirements of ASC 805, ASC 820, ASC 360, ASC 350, etc. and provide assistance with verifying assets as part of Sarbanes Oxley compliance, etc.

AD VALOREM TAX

Assist clients in achieving a fair assessment through analyzing real and personal property, performing obsolescence and lifing studies, and reviewing assets to identify “ghost assets” and non-taxable assets. We can also provide expert witness testimony as required.

COLLATERAL FINANCING

Develop detailed and well-documented valuations which can be relied upon and which will pass the scrutiny of banks and other financial institutions.

ALLOCATION AND APPORTIONMENT OF INTEREST EXPENSE (IRS § 861/864(E))

Work with clients to set up a manageable work plan to value both the domestic and international locations of their corporation in order to meet the annual reporting requirements associated with IRS § 861/864(e).

PROPERTY INSURANCE PLACEMENT

Develop a program to identify over-insured or under-insured locations and to assure that adequate coverage is available if a loss should occur.

OTHER SERVICES

- Lifing Studies;
- Obsolescence Studies;
- Residual Value Analysis;
- Asset segregation and verification studies;
- Asset Tagging;
- Asset Tracking programs; and
- Expert Witness and Litigation Support.

Markets, Industries, and Clients Served

MARKETS SERVED

The valuation professionals affiliated with Valcon Partners, Ltd. have provided valuation and consulting services to the following markets:

- Multi-National Fortune 500 Companies;
- Middle Market Companies;
- Private Business Owners;
- Shareholders of Closely Held Companies;
- Financial and Banking Institutions;
- Law Firms and Attorneys;
- Accounting Firms;
- Tax Consultants;
- Insurance Companies and Brokers; and
- Other Associations.

Whether the assignment calls for the valuation of one asset or several locations worldwide, we can set up a work plan to accomplish the project in a timely and efficient manner.

For more details on the types of industries for which projects have been provided, please review our industry list.

INDUSTRIES SERVED

The professionals affiliated with Valcon Partners, Ltd. have performed engagements for a wide variety of industries and occupancies. The following is a brief listing of the industries we have served:

AUTOMOTIVE

Assembly
Subsystem and component manufacturing

EDUCATION

Colleges
Universities and
Trade schools

ENERGY AND UTILITIES

Oil wells
Gas and electric utilities
Cellular and land line telephone companies

GENERAL MANUFACTURING

Metal stamping
Textiles
Plastics (injection, extrusion, blow molding)
Rubber manufacturing
General and specialized metal working
Specialty Glass Products
Wire stranding
Transformer manufacturing

HIGH TECH

Circuit boards
Computer manufacturers
Broadcast and communication equipment

HOSPITALITY

Hotels and resorts
Golf courses
Restaurants

MEDICAL

General hospital and clinic equipment
Nuclear medicine and radiology equipment
Laboratory equipment
General and specialty doctor's practices

Local and regional medical centers and hospitals
Ambulatory surgical hospitals
Physical therapy clients

MINES

Above ground and below ground mines for a variety of products

PRINTING

Newspapers
Magazines and periodicals
Digital printing
Sheet feed and web printing
Custom shops

PROCESS EQUIPMENT

Chemical manufacturing
Paper manufacturing and converting
Food processing and packaging
Candy processing and packaging
Foundries
Coffee Roasting

RETAIL AND WHOLESALE DISTRIBUTION

Retail stores
Distribution warehouses
Gas stations and convenience stores

STEEL PROCESSING

Scrap metal
Foundries
Steel mills
Steel converting

TRANSPORTATION AND CONSTRUCTION EQUIPMENT

Aviation and Aerospace
Railroad equipment
Truck and trailer fleets
Construction equipment

WAREHOUSING

Complex sortation and product handling systems and Mobile equipment

WASTE PROCESSING

Commercial and residential
Industrial
Medical

WOOD PROCESSING

Saw mills and lumber mills
General and specialized wood working shops

MISCELLANEOUS

Law firms
Office campuses
Antique Machinery
Zoos & Theme Parks
Elderly care centers
Restaurants
Specialty dies and molds
Automotive centers
Fitness centers

VALCON PARTNERS, LTD. CLIENT LIST

The professionals affiliated with Valcon Partners, Ltd. have performed engagements for a variety of companies throughout the United States, South America, Europe, and Asia. The following is a brief listing of some of these companies:

ACCOUNTING FIRMS

Ashlock and Valentine CPAs
Arthur Andersen LLP
Deloitte & Touche, LLP
Crowe Horwath LLP
Ernst & Young
RSM

AEROSPACE

The Boeing Company
Hamilton Sundstrand
Procyon Technologies, Inc.
Thiokol Corporation

AUTOMOTIVE AND TRUCKS

Cherry Corporation
Consolidated Diesel Co.
Cummins Engine Company, Inc.
Daimler Chrysler Corporation
Defiance Testing and Engineering
Delphi Automotive Systems Corporation
Dura Automotive Systems Corporation
Ford Motor Company
Harada Industries of America
Harley Davidson Motor Company
International Automotive Components
Holley Performance Products, Inc.
KWC Acquisitions Corp.
Lear Corporation
National Seating Company
Pollman N.A.
Plastics Trim LLC
Saturn Electronics & Engineering, Inc.
Scheffacker Vison Systems USA, Inc.
Sino-JP II Company, LTD
SPX Corporation
Sumitomo Electric Wiring Systems, Inc.
Transportation Technologies Industries, Inc.
Visteon Corporation
Young Radiator Company

CHEMICAL MANUFACTURING

IPS Corporation
Kemiron, Inc.
Martin Marietta Magnesia Specialities
Ondeo Nalco, Inc.

CONSTRUCTION EQUIPMENT

Country Well and Pump
Ohio Caterpillar
Industrial Construction Company

NLB Corporation
Remedial Construction Services LP
Superior Construction Co., Inc.

EDUCATION

Augsburg College
Career Education Corporation
Forefront Education, Inc.
Sauk Valley Community College
Triton College

ENERGY AND UTILITY

Ameritech
Cinergy Corporation
Commnet Wireless, LLC
Electric Energy, Inc.
Hyperion Energy LP
O-TEX Pumping
Sanjel Corporation
Siemens Westinghouse Power Corporation
Southern Company Inc.
Trinity CO2 Investments
TXU Energy (Texas Utilities Services, Inc.)
Westinghouse Electric Corporation

FINANCIAL INSTITUTION

American National Bank and Trust Company
Bank of America, N.A.
Bank One
CIT Small Business Lending Corporation
Citibank F.S.B.
Downey Savings & Loan Association
Firstar Bank N.A.
Marshall & Ilsley Corporation
Members United Federal Credit Union
National City Bank
National Credit Union Administration
Prairie Community Bank
Southwest Corporate Federal Credit Union
Standard Federal Bank
U.S. Central Credit Union
Wells Fargo
Wescorp Credit Union

FOOD PROCESSING

Abbott Laboratories, Inc.
American Bottling Company
Cal Pacific Specialty Foods

Carousel Candies
Dean Foods Company
Friedrich's Coffee
Gerber Products Company
Kraft Foods
Metz Baking Company
Miceli Dairy Products Company
Middlefield Cheese
Nestlé Purina Pet Care Company
Nestlé USA
Novartis Nutrition Corporation
Schwan's Sales Enterprises, Inc.
The Quaker Oats Company (Gatorade)
Vitality Foodservice, Inc.

FOUNDRY

Armsted Industries, Inc.
Centrifugal Industries
Aichi Forge

GENERAL MANUFACTURING

ABRU, LTD
American Gear and Engineering Inc.
Anthony International
Diamond Innovations
Electric Motor Technologies
Giddings & Lewis, Inc.
Heritage Mold, Inc.
Lindberg Corporation
Tridan International, Inc.
Mansfield Plumbing Products LLC
Olsun Electrics Corporation
Owens Corning
Roll Machine Technologies
Snap-On, Inc.
Sandvik AB
STO Corporation
Sundstrand Corporation
Techniks Industries
TC Industries, Inc.
Trausch Industries
Ultraform Industries Inc.
United States Gypsum Company, Inc.
Wellman, Inc.
Werner Company
VOS Food Store Equipment LTD
APV Consolidated, Inc.

HIGH TECH

Ameritech Corporation
Andrew Corporation
BIA Financial Network, Inc.
DDI Corporation
Involta LLC
Sovereign Circuits, Inc.
Masimo Corporation
Microelectronic Modules Corporation
Mintera Corp.
National Technical Systems
Northbrook Management
Oclaro, Inc
Texas Optical

HOSPITALITY

Intercontinental Hotels Group (Holiday Inns)
Hyatt Hotels Corporation
Marriott International, Inc.

INSURANCE COMPANIES AND BROKERS

Aon Risk Services
Attorney's Title Insurance Fund, Inc.
The Hartford Steam Boiler Inspection &
Insurance Co.
Factory Mutual Systems/FM Global
Gallagher Bassett Services, Inc.
Illinois Agricultural
Reliance Insurance Company
Standard Insurance Company

LAW FIRMS AND ATTORNEYS

Bodman LLP
Bricker & Eckler LLP
Lewis, Rice & Fingersch, LC
Lynn and Stein, PC
Manatt Phelps Phillips
McGuire Woods LLP
Mika Meyers Beckett & Jones PLC
Scott, Hulse, PC
Sidley Austin Brown & Wood LLP
Verros, Lafakis and Berkshire, PC

MEDICAL AND HEALTH CARE

Affymetrix Clinical Services Laboratory
Ameritox
Asante Health System
Bellevue Medical Center, Inc.
Ellis Hospital
Florida Hospital Image Center
Gateway HomeCare, Inc.
Glendale Adventist Medical Center

Healthspan Health Systems
Hennepin County Metropolitan Hospital
Jefferson Health System (incl. Thomas Jefferson
University Hospital)
Lakeside Surgery Center
Marshfield Clinic
Medcenter One Health Systems
Mendocino Radiology
Meridian North Imaging Center
Mississippi Surgical Center
Multicare Health Systems, Inc.
Navigenics, Inc.
Pacific Medical Imaging and Oncology Center
Providence Health Center
Quest Imaging Medical Associates
Scott & White Memorial
Shawnee Mission Medical Center
Sister of the Sorrowful Mother
Southwest Hospitals MRI, Inc.
Southern Wisconsin Health Care
Sonora Surgery Center
SSM Healthcare St. Louis
St. Francis Hospital and Health Center
Surgical Care Affiliates
Surgical Hospital of Oklahoma, LLC
Tower Hematology Oncology Medical Group
Triad Hospitals
Ukiah Valley Medical Center
Waco Internal Medicine Associates
West Coast Endoscopy
Wheaton Franciscan Services, Inc.
Mayo Clinic

MINING

Lafarge North America, Inc.
Burlington Northern Santa Fe Railway-Taconite
Loading Facility
Eagle-Picher Industries, Inc.

MISCELLANEOUS

Abrisa Industrial Glass, Inc.
American Natural Gas
Blue Cross Blue Shield
Carro Properties, LLC
Centerpoint Capital Funding, LLC
CF Properties, L.P.
Champion Windows
Chicago Zoological Society (Brookfield Zoo)
The Cinicinnati Reds (Reds Baseball Partners, LLC)
DIC Imaging
The Chicago Cubs
Facility Capital

Flying Food Group
Gary Jonas Computing
H2O Plus
Great Lakes Dock and Materials, LLC
Hamilton Products, Inc.
Industries Container Services
International Wire Group, Inc.
Ion Beam Applications
J.A. Cardwell
Keystone Capital, Inc.
Lakeshore Recycling
Lake Pacific Partners, LLC
Lifetouch, Inc.
Madison Capital Partners
McDonald's Corporation
MTE Hydraulics
Nevada Trio, Inc.
Summit Partners L.P.
The Sanfilippo Foundation
TC Industries
Tuffy's Automotive Centers
Underwriters Laboratories
Wright Runsted Associates

MUNICIPALITY

City of Saint Paul/Ramsey County, MN
Metropolitan Airports Commission (Minneapolis, MN)
Addison Township, Michigan

PAPER MANUFACTURING AND CONVERTING

Compak Inc.
Solo Cup Company, Inc.
Gaylord Container Corporation
Hennepin Paper Company
James River Corporation
Ponderosa Fibers of America
Potlatch Corporation

PLASTICS

Bemis Manufacturing Company
Brown Machinery
Carlisle Plastics, Inc.
Home Products International
Pliant Corporation (Formerly Huntsman
Packaging Corp.)

PRINTING

3 Sigma Corporation
Berman Printing Company
Borders Unlimited
Commercial Communications, Inc.
Coakley Tech
Checkpoint Systems, Inc.
Goss International Corporation
Lakeland Media
Lee Enterprises, Inc.
RR Donnelley & Sons Co.
Sato Labeling Solutions America, Inc.
Shaw Newspapers
Touchpoint Print Solutions

**RETAIL AND WHOLESALE DISTRIBUTION
AND SALES**

Eby-Brown Company
Gordon Food Service
JC Penny Company, Inc.
Kohl's Corporation
Masco Corporation
Meijer, Inc.

STEEL PROCESSING

Materials Sciences Corporation
Nucor Steel

TEXTILES

Dyer Fabrics

TRANSPORTATION

Canadian National Railway
CST Trucking
Millennium Rail, Inc.
Transportation Technologies Industries, Inc.
United Airlines, Inc.

WASTE PROCESSING

Michigan Waste Services

WINDOW AND DOOR MANUFACTURING

Andersen Windows, Inc.
Marvin Windows and Doors
Raf Industries, Inc.
Wind Point Partners

WOOD PROCESSING

Baker McMillen Company
Simpson Investment Company

Sample Engagements

AD VALOREM TAX APPEAL

Members of our team performed various tax appeal valuations of several facilities for a major candy and pet food company. The valuations were unsuccessfully challenged by the taxing authority. The state tax commission made several very complimentary comments about the appraisals and the appraiser. Over a period of three years, the company saved several hundred thousand dollars in personal property taxes.

Members of our team performed a series of retrospective valuations for a major automotive supplier. These valuations assisted the company and their tax consultants in negotiating over \$500K worth of tax refunds and a reduced taxable basis for a period into the future, providing further tax savings.

PURCHASE PRICE ALLOCATION

Members of our team performed a purchase price allocation for a major specialty chemical manufacturer which was purchased by a foreign entity. This valuation met both U.S. and foreign accounting standards. This project included several major manufacturing and distribution locations in the United States, Europe, and South America.

Members of our team performed a purchase price allocation for a major hand tool manufacturer which formed a partnership with a foreign entity. This project included several major manufacturing and distribution locations in the United States and Europe.

Members of our team performed a series of purchase price allocations for a major food manufacturing company based in Europe. These valuations were performed under both U.S. and foreign accounting standards. As part of these projects, we assisted the company in cleaning up the fixed asset records which allowed the company to better identify and track their assets. Better control over assets results in more accurate property tax values and insurable values.

DUE DILIGENCE

Members of our team performed a due diligence project which included both an asset verification and valuation of several locations in Mexico in conjunction with the purchase of the locations by a major tier one automotive supplier. This project resulted in a reduction in the sales price of approximately \$2 Million and an accurate fixed asset record.

Members of our team developed and executed an asset sampling plan for a client who purchased another company which had over 40,000 product dispensers located throughout the United States. This sampling plan was used to verify the existence or non-existence of these dispensers and to also assist in the negotiation of the final price paid for the company.

INSURANCE AND ASSET MANAGEMENT

Members of our team performed an asset verification and valuation of several locations in Mexico for a major tier one automotive supplier. This project entailed tagging over 10,000 assets in a two week time frame, which was significantly shorter than the time frame projected by the client if they had performed the project on their own. In addition to tagging the assets, our team also performed a reconciliation of the fixed asset record and valued all of the assets for insurance purposes. The results were an accurate fixed asset record and a system that will be used by the client's maintenance and financial personnel to track asset status and history allowing them to achieve a high degree of traceability, something that did not exist prior to this project.

ASSET MANAGEMENT

Members of our team performed an asset verification, reconciliation, and tagging project for a food manufacturer with over 1.4M square feet of floor space. The results of the project included: creating a cross reference between the fixed asset records and the maintenance records so maintenance costs could be directly attributed to each asset; breaking up several "grouped" assets into their major components which allowed the company to better track assets for various purposes including rebuilds and retirements; identifying assets which were not longer on site which resulted in tax and insurance savings; individually bar coding the production assets which allowed better control of the assets; and identifying certain improvements to be made to the asset receipt and tracking system.

Members of our team performed a detailed analysis of the asset tracking systems in place for a provider of in-home health care equipment. Prior to the project, the status and location of individual equipment could not be verified with 100% accuracy. The team analyzed all of the internal procedures including, but not limited to the following: asset purchase procedures; current asset booking and retirement procedures; current asset tracking software in use; current warehousing, repair and check out procedures; and current retrieval procedures. The team recommended a complete program that would assure accurate asset tracking including recommending new hardware purchases, procedural changes at each stage of the asset life, and follow up procedures so that the client would be aware of the asset's location and availability throughout its life cycle.

MANAGEMENT PLANNING

Members of our team valued several thousand assets of a 275 bed hospital in a two week period in order to assist management in planning for future disposition of the assets. We were also instrumental in identifying potential buyers for some of the equipment.

SECTION E

References

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SECTION F

Why Should I Consider Hiring Valcon Partners Ltd?

EXPERTISE

The valuation professionals affiliated with Valcon Partners, Ltd. perform valuations and consulting on a full-time basis. Since many of these professionals have experience with major accounting firms and other consulting organizations, they provide more than simply a value conclusion. They understand how their value conclusion impacts your bottom line and can effectively communicate the results of the valuation to various end users.

LACK OF TIME

You and the employees of your company are operating a business and the main goal of that business is to make a profit. Time spent performing tasks such as inventorying assets, reconciling asset registers, setting up asset tracking systems, analyzing data for tax appeals or insurance reporting and other tasks take away from time which can be spent conducting profit-making activities. Also, it has been our experience that projects such as those listed above which are performed by internal personnel are likely to be postponed or abandoned due to the day to day demands of operating a business. The consultants affiliated with Valcon Partners, Ltd. are dedicated to the project and will complete it in a significantly shorter time than if the same project were performed by internal personnel.

INDEPENDENCE

Our independence allows us to provide services to a wide range of clients without those clients worrying about conflicts of interest or other independence issues. This is a significant issue, especially today, as many transactions and relationships are undergoing significant public, government, and industry scrutiny.

UNBIASED OPINION

Outside consultants such as those affiliated with Valcon Partners, Ltd. bring a fresh eye to internal projects and can provide a non-partisan analysis and solution to a problem.

CREDIBILITY

The professionals affiliated with Valcon Partners, Ltd. are held to the highest professional and ethical standards due to their memberships in various professional associations such as the American Society of Appraisers, the Royal Institution of Chartered Surveyors, and other professional associations. Also, all projects completed by Valcon Partners, Ltd. are completed in conformance with the Uniform Standards of Professional Appraisal Practice ("USPAP") published by the Appraisal

Standards Board and the Principles of Appraisal Practice and Code of Ethics of the American Society of Appraisers.

For international related (as applicable), the reports will be produced in accordance with the Royal Institution of Chartered Surveyors Appraisal and Valuation Standards (Red Book).

SECTION G

Why is it Important to Hire an ASA or RICS Accredited Appraiser?

Accredited appraisers, such as those holding the Accredited Senior Appraiser (“ASA”) designation provided by the American Society of Appraisers, or the Member of the Royal Institution of Chartered Surveyors (“MRICS” or “FRICS”) designation provided by the Royal Institution of Chartered Surveyors are held to a higher standard.

ASA designated appraisers are bound by the Uniform Standards of Professional Appraisal Practice (“USPAP”) published by the Appraisal Standards Board and the Principles of Appraisal Practice and Code of Ethics of the American Society of Appraisers.

RICS designated appraisers are bound by the Royal Institution of Chartered Surveyors Appraisal and Valuation Standards (Red Book) fifth edition for all applicable valuations.

In addition, members of both the ASA and RICS are required to continually update their education and to re-accredit their designation on a regular basis.

SECTION H

Why Does Hiring an ASA Accredited Appraiser Benefit Me?

Utilizing an ASA accredited appraiser provides you with assurance of the following:

- The appraiser will provide a truly unbiased opinion of the value of the asset or assets being valued
- The appraiser is performing an independent consulting project or valuation
- The appraiser is performing the valuation or consulting project in an ethical and competent manner
- Confidentiality will be maintained
- The report produced and the values concluded will be adequately detailed for the stated purpose, will be reliable and accurate, and will not be misleading
- The appraiser is not being compensated based on the value concluded
- Due to the continual education requirements, the appraiser is keeping up to date with the latest valuation techniques and processes
- The appraiser will consider all of the relevant approaches to value and will use the appropriate approach for the valuation of the asset or assets
- The appropriate market place and highest and best use of the asset or assets will be considered
- Adequate detail to support the valuation conclusions will be maintained for a period of at least five years or two years after the final disposition of any judicial proceeding in which testimony was given (whichever is greater).

SECTION I

How Do I Go About Deciding on a Valuation or Asset Consultant?

Before the decision is made to hire a valuation or asset consultant, you want to make sure that they truly understand the significance of the project at hand, the steps necessary to complete the engagement, and will provide a meaningful deliverable in a timely manner.

The answers to the following questions will assist you in evaluating potential consultants.

1. Is the person just an “appraiser” (i.e. will they simply provide a “value”) or are they a business consultant who understands the “big picture”?
2. Does the consultant have experience in a variety of different engagements and occupancies and, in particular, our situation?
3. Will the consultant communicate with us on a frequent basis so we will avoid surprises and will understand the progress of the project on an ongoing basis?
4. Is the consultant independent and unbiased?
5. Is the consultant accredited and is their work product produced under professional guidelines?
6. Will the work produced by the consultant be supportable, reproducible, and well documented if a challenge arises?

Contact Information

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Affiliated Offices

San Antonio, TX

Las Vegas, NV

Charlotte, NC

Cincinnati, OH

Buffalo, NY

Oakland, CA

Key Professional Profile - Douglas R. Krieser, ASA, FRICS

Douglas R. Krieser, ASA FRICS is the founder and president of Valcon Partners, Ltd. He has performed and supervised valuations and consulting projects on an international basis for over 30 years. His area of expertise is primarily machinery & equipment/personal property. However, he has valued buildings and improvements for insurance purposes. He has broad experience in performing valuations and consulting projects for a variety of purposes including, but not limited to the following:

- Tax appeal
- Insurance
- Purchase price allocation
- Asset-based lending
- Leasing (beginning and end of lease valuations)
- Financial and tax reporting
- Estate and Estate Planning
- Donations
- Liquidations
- Shareholder disputes
- Sarbanes Oxley conformance
- Asset tagging and tracking
- "Anti-Dumping" lawsuits
- Contract related lawsuits
- General consulting (useful life determination, obsolescence studies, etc.)
- Various other purposes

His valuation experience includes a wide range of industries including, but not limited to: telecommunications, broadcasting (television and radio), scrap metal, paper and cardboard products, saw mills, graphics and printing, aviation, automotive (OEM and suppliers), textiles, trucking, construction equipment, railroads and railroad car manufacturing, packaging products, plastic injection molding, blown film, rubber processing, electronic component and equipment manufacturing, specialty metalworking, metal stamping, specialty chemicals, general manufacturing, food processing and distribution, pet food, financial institutions, retail and wholesale distribution, hospitals and healthcare, hotels and resorts, universities, data centers, high rise office buildings, utilities, oil wells, antique machinery, and airports.

Mr. Krieser has performed and supervised valuations throughout the United States, Europe, Asia, and South America. In addition to his valuation experience, Mr. Krieser has experience testifying in several states regarding personal property tax matters and has testified in federal bankruptcy court.

Mr. Krieser has authored various articles and has given presentations at national conferences on topics such as obsolescence, insurance valuation issues, the effects of accounting standards on the appraisal profession, personal property tax issues, the valuation of medical equipment and other valuation related topics. He is also a contributing author and editor to the latest two editions of Valuing Machinery and Equipment: The Fundamentals of Appraising Machinery and Technical Assets published by the American Society of Appraisers in 2005 and 2011.

He is a Staff Instructor for the American Society of Appraisers, teaching three of the four introductory courses. In addition to teaching various courses, he has also developed an advanced valuation theory course covering valuations for financial reporting purposes.

Mr. Krieser's past professional experience includes Stout Risius Ross, Inc. ("SRR") where he was the head of their machinery and equipment practice. Prior to SRR, he spent several years at Arthur Andersen in their Valuation Services Group. During the last two years, he was Andersen's Central Region Equipment Valuation Manager. Prior to Arthur Andersen, he spent ten years with Factory Mutual Engineering, a leading supplier of insurance related appraisal and engineering services.

Mr. Krieser earned a BS in Industrial Engineering from Marquette University.

He is a Senior Member of the American Society of Appraisers ("ASA"), is the past Chairman of the ASA International Board of Examiners, past Treasurer of the Machinery and Technical Specialties ("MTS") sub-committee (of the ASA), and the past Editor of the MTS Journal. He is currently serving as the Secretary Treasurer of the ASA. He has also served on several ASA and other committees and taskforces covering the areas of Uniform Standards of Professional Appraisal Practice (USPAP), the International Valuation Standards, and other professional valuation issues. In addition to his membership in the ASA, Mr. Krieser is also a Fellow of The Royal Institution of Chartered Surveyors (RICS). RICS, based in London England, is one of the most respected and high profile global "standards and membership" organizations for professionals involved in land, property, construction and environmental issues.

Key Professional Profile – Jack Beckwith, ASA, CEA

Jack Beckwith's area of expertise is primarily machinery & equipment/personal property. However, he has valued buildings and improvements for insurance purposes. In addition to his valuation experience, Mr. Beckwith has been an expert witness in the United States Bankruptcy Court and in various counties for personal property ad valorem tax litigation.

Though he is based in Texas, Mr. Beckwith has performed and supervised valuations throughout the United States, Canada, Mexico, and Europe.

Mr. Beckwith has broad experience in performing valuations and consulting projects for a variety of purposes including, but not limited to the following:

- Tax Appeal
- Insurance
- Purchase price allocation
- Asset-based lending
- Financial and tax reporting
- Sarbanes Oxley conformance
- Asset tagging and tracking
- Various other purposes

His appraisal experience has expanded to include valuations of a variety of industrial, commercial and institutional properties including, but not limited to: construction equipment, convenience stores, farm and ranch equipment, ferrous & non-ferrous metal recycling, healthcare services/medical devices, millwork production, paper and pulp products, petroleum refueling stations, plastics manufacturing, steel fabricators, teaching institutions, public utilities, foundries, automotive (OEM and suppliers), and other industries.

Mr. Beckwith's professional career began in 1976 when he began distributing new and refurbished medical equipment to the healthcare industry. He owned and operated Mission Medical which had several locations in Texas and Mexico.

In 1996, he sold Mission Medical and entered the appraisal field full time and received his ASA designation.

Past Honorarium include the following:

- 2003 ASA International Appraisal Conference Presenter: "Appraising the Healthcare Industry"
- 2006 ASA Machinery and Equipment Identification Workshop Presenter
- 2010 ASA International Appraisal Conference Presenter: "2010 Changes & Challenges in Healthcare"
- 2010 and 2011 ELFA 49th and 50th Annual Conventions, Presenter: "The Medical Equipment Landscape During the Affordable Care Act"
- 2014 and 2015 ASA Machinery and Equipment Identification Workshop Presenter
- 2015 ASA Advanced Business Valuation Conference Presenter
- 2016 Association for Healthcare Resource & Materials Management of the AHA Presenter
- 2016 International Advanced Business Valuation Conference Presenter

Mr. Beckwith has written articles began with the subject "What is Value?" published in 1999 for San Antonio Medicine. Additional writings that explored the healthcare industry were printed for the International M&TS Journal: "Short Visit to the Hospital", Volume 19-Issue 1, 2002 and "A Case to Determine Lost Value for New Series Equipment, Volume 22-Issue4/Volume 23-Issue 1, 2007.

Since 2003, he has been an ASA Staff Instructor teaching the principle of valuation courses throughout the United States. These courses include ME201 Introduction to Machinery and Equipment Valuation; ME202 Machinery and Equipment Valuation Methodology; and ME203 Machinery and Equipment Valuation-Advanced Topics and Case Studies. Mr. Beckwith serves as the American Society of Appraisers representative to the International Valuation Standards Council (IVSC).

Elected duties for ASA include ASA Election Committee Member, Vice Chair for the ASA M&TS Committee, Secretary of the M&TS Committee, and Editor of the MTS Journal. Currently, Mr. Beckwith is the ASA Representative for the International Valuation Standards Committee based in London. Prior to beginning his professional career, Mr. Beckwith earned his BBA at the University of Texas, served on the University of Incarnate Word Nursing Advisory Board and is currently serving on the Advisory Board for Boerne YMCA and the Kronkosky Place.

Key Professional Profile – Garrett Schwartz, ASA, CEA

Garrett Schwartz is a Certified Equipment Appraiser of the Association of Machinery and Equipment Appraisers and an Accredited Senior Appraiser of the American Society of Appraisers (ASA) with a designation in Machinery & Technical Specialties. He is an active member of the ASA, currently serving as Chapter President and member of the Board of Directors of the ASA Northern California Chapter and as a member of ASA's International Machinery & Technical Specialties Committee.

Though based in Northern California, Mr. Schwartz has performed appraisals for clients across the United States, Europe and Asia. He has performed appraisals for U.S. government agencies, local, regional and national banks, charitable organizations, business brokers, legal and accounting firms, private individuals, and business clients from single-proprietorships to Fortune 50 corporations.

Mr. Schwartz has broad experience in performing valuations for a variety of purposes including, but not limited to the following:

- Tax appeal
- Insurance
- Purchase price allocation
- Asset-based lending
- Leasing (beginning and end of lease valuations)
- Estate and estate planning
- Donations
- Liquidations
- Litigation Support
- Various other purposes

His valuation experience includes a wide range of industries including, but not limited to: telecommunications, scrap metal, paper and cardboard products, graphics and printing, automotive (OEM and suppliers), textiles, trucking, construction equipment, packaging products, plastic injection molding, blown film, rubber processing, electronic component and equipment manufacturing, specialty metalworking, specialty chemicals, general manufacturing, food processing and distribution, financial institutions, retail and wholesale distribution, medical (general, optometry, dentistry, and veterinary) and data centers.

Key Professional Profile – Richard Tondre

Richard Tondre has been assisting with appraisals for more five years and in the Medical Field for more than 25 years, serving in patient care and in management roles.

He has broad experience in healthcare including, but not limited to the following:

- Equipment Appraising
- Medical Equipment and Supply Sourcing
- Medical Equipment Brokering and Sales
- Director of Materials Management in Acute Care Hospital Environment
- Acute Care Hospital / Multiple Facility Supply Chain Services and Logistics Management
- Small and Large Group Physician's Clinic Practice Management
- Staff and Personnel Management
- Operational Management
- New Business Development
- Contract Management for Purchased Goods
- Contract Management for Purchased Services
- Group Purchasing Organization Committees
- Founding Board Member with the Greater San Antonio Association of Healthcare Resource and Materials Management
- Acquisition, Expansion, and New Facility Finish Out
- MSDS and Hazardous Materials
- Environment Of Care and Safety Committees
- Joint Commission and DNV Accreditation Preparedness

Richard is leveraging his experience in the healthcare field, including his familiarity with a wide variety of medical equipment and the cost of this equipment in the appraisal profession.

Richard is a member of:

The Association for Healthcare Resource & Materials Management (AHRMM) of the American Hospital Association
The Greater San Antonio Healthcare Resource & Materials Management (GSAHRMM)
Medical Group Management Association
American Association of Appraisers

Key Professional Profile – Melvin I. Fineberg, ASA

Melvin I. Fineberg's primary responsibilities included management of the machinery and equipment appraisal staff, project management of multidisciplinary appraisal assignments, and valuation of complex industrial and commercial assets.

Though he is based in Nevada, Mr. Fineberg has performed and supervised valuations throughout the United States, Canada, Mexico, and Europe.

Mr. Fineberg has broad experience in performing valuations and consulting projects for a variety of purposes including, but not limited to the following:

- Tax appeal
- Insurance
- Purchase price allocation
- Asset-based lending
- Leasing (beginning and end of lease valuations)
- Financial and tax reporting
- Donations
- Liquidations
- Litigation Support
- Condemnation

After receiving an honorable discharge from the United States Army in 1971, Mr. Fineberg was an internal auditor for the Veterans Administration Hospital, Washington, D.C. through 1972, and for Singer Business Machines Division, San Leandro, California in 1973 and 1974.

Mr. Fineberg was employed by Tait Appraisal Company from 1975 to 1983, where he progressed to Senior Appraiser and Vice President, Director of Construction and Machinery Appraisals. Tait Appraisal Company merged with Marshall and Stevens Incorporated where Mr. Fineberg worked from 1983 to 1994 as Appraisal Vice President.

An accredited senior appraiser of the American Society of Appraisers (ASA), Mr. Fineberg is the Los Angeles Chapter past Vice President, Secretary, and Chairman for construction and machinery disciplines.

Key Professional Profile – William Engel, ASA

William M. Engel, ASA has performed valuations on an international basis for over 20 years. His area of expertise is machinery and equipment. He has broad experience in performing valuations for a variety of purposes including, but not limited to the following:

- Financing
- Purchase price allocation
- Leasing (beginning and end of lease valuations)
- Donations
- Liquidations
- Shareholder disputes
- Matrimonial issues

His valuation experience includes a wide range of industries including, but not limited to: Metals processing, specialty printing, woodworking, healthcare, stone working, recycling, automotive suppliers, food service, infrastructure, agriculture, audio / video production, transportation, construction, entertainment, military, mining, metal fabrication, paving stone production, laboratory and aviation.

Mr. Engel has authored various articles and has given presentations at national conferences on the topics of research and database development. He is a senior Instructor for the American Society of Appraisers, teaching two of the four introductory courses.

Mr. Engel's past professional experience includes NCNB Leasing (now part of Bank of America), Key Commercial Corp., and FirstMark Leasing, all general equipment lessors. Mr. Engel was responsible for residual forecasting, managing delinquencies and remarketing repossessed or off-lease equipment.

Mr. Engel earned a BA in Communications from Buffalo State College.

He has been designated as an Accredited Senior Appraiser in the discipline of Machinery and Technical Specialties ("MTS") by the American Society of Appraisers ("ASA") since 2004. He is the past Chairman of the ASA International Education Committee, current Treasurer of ASA's MTS Committee and past Editor of ASA's MTS Journal.

Sample Engagements

Project: **St. Francis Hospital and Health Center**

Contact: Mr. Dave Nelson, FACHE, FHFMA
FACHE,FHFMA
Chief Financial Officer
Hospital Sisters Health System
Western Wisconsin Division
900 W. Clairemont Ave
Eau Claire, WI 54701
david.nelson@hshs.org
715-717-6122

Project Description: Valuation and asset reconciliation of a 410 bed medical surgical hospital for financial impairment purposes. Our team gathered detailed information on all of the medical assets with a replacement cost of \$5,000 and greater and reconciled these assets to the fixed asset records. Pertinent information such as manufacturer, model number, serial number, department, etc. was entered into the fixed asset records for future reference. Minor assets were valued based on data contained in the fixed asset records and interviews with hospital personnel.

Project: **Bellevue Medical Center, Inc. and St. Clare's Hospital (including various affiliated medical offices)**

Contact: Mr. Paul Segovis
Director of Materials Management
Ellis Medicine
600 McClellan Street
Schenectady, NY 12304
SegovisP@ellismedicine.org
518-243-4619

Project Description: Valuation of a woman's care hospital and 200 bed acute care hospital (and affiliated medical offices) for insurance purposes and in conjunction with an asset transfer agreement. Our team gathered detailed information on all of the major assets and gathered summary details on the minor assets (such as furniture, office equipment, etc). Due to the fact that the asset records were not well maintained and were not very descriptive, we worked with representatives of Ellis Hospital to reestablish a reliable fixed asset record based on our appraisals. This updated asset record included pertinent information such as manufacturer, model number, serial number, department, etc.

Project: **Gerber Products Company (Fremont Plant)**

Contact: Ms. Marlita Grey
General Accounting Supervisor
Gerber Products Company
445 State Street
Fremont, Michigan 49412-1056
Phone: 231-928-2460

Project Description: Asset reconciliation and tagging of a 1.1 million square foot baby food production facility. Our team gathered detailed information on all production assets and reconciled these assets to the fixed asset records. In many cases, we had to deal with grouped assets and major project expenditures which had to be allocated amongst the various individual assets. Pertinent information such as manufacturer, model number, serial number, department, etc. was entered into the fixed asset records for future reference.

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