



FOR IMMEDIATE RELEASE

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**NEWBURY, PIRET & COMPANY, INC. FINALIST FOR  
NATIONAL MERGERS & ACQUISITIONS ADVISOR AWARDS**

*Best Transactions, Dealmakers to be Recognized at "Academy Awards of Middle Market M&A"*

*Quality, Number of Nominations Submitted Far Surpass Last Year's*

**Boston, MA November 30, 2004** – Newbury, Piret & Co. a leading Boston investment banking firm, has received three nominations for M&A Advisor awards in this year's "Academy Awards of Middle Market M&A." The firm is one among three finalists in the category of Woman Deal Maker of the Year and is well represented in the Manufacturing & Industrial category, with its work leading to two of the three finalist nominations.

**Woman Deal Maker of the Year**

Marguerite A. Piret, President & CEO, Newbury, Piret & Co., Inc.

**Industry Award: Manufacturing**

Baird Capital Partners acquires Xaloy, Inc. from Saurer Group  
Newbury Piret served as exclusive financial advisor to Saurer Group

**Industry Award: Industrial**

Recapitalization of Bartlett Nuclear, Inc.  
Newbury Piret served as exclusive financial advisor to Bartlett Nuclear, Inc.

*The M&A Advisor*, a leading publisher for financial executives in middle market mergers and acquisitions, recently announced the finalists for The Third Annual M&A Advisor Awards, also known as "The Academy Awards of Middle Market M&A." The nominations were announced by the publication's CEO and publisher Roger Aguinaldo at a reception at the "Doubles Club" in New York City. The winners will be revealed at the annual awards dinner on December 13, 2004 that celebrates the top executives and most innovative transactions within the middle market M&A sector. The event is a part of the publication's 10<sup>th</sup> annual conference that will be held on December 13-14, 2004 at The New York Athletic Club in New York City.

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In selecting the nominees the publication's nomination committee went through a rigorous and lengthy process that culminated with the selection of fifty-seven nominations in seventeen different categories. These include topics such as: technology, retail, financial services, life sciences and media to name a few. The nominations committee is composed of members of the publications editorial board as well a select number of other members of the journalistic community. These members include: Roderick Boyd of *The New York Sun*, Dane Hamilton of *Reuters* and Warren Stugash of *The New York Times*.

Marguerite Piret's nomination follows a period of intensive M&A transaction and financial advisory activity at the firm, including two transactions which received special recognition as M&A Advisor finalists. Newbury Piret's efforts on behalf of Saurer Group, a Swiss Multinational, included strategic acquisitions, divestitures, and the management-led buyout financing of its Xaloy division. The firm represented the industrial company Bartlett Nuclear in its recapitalization by two leading private equity groups – Berkshire Partners and Summit Partners.

As a middle market firm, Newbury Piret is regarded as unique in providing strategic advice in M&A along with financing capabilities which support acquisitions, growth investments, and recapitalizations. Newbury Piret shares its observations about the M&A and capital markets periodically through newsletters such as the recent *Capital Markets Review* ([www.newburypiret.com/pdf/CapitalMarketsReview.pdf](http://www.newburypiret.com/pdf/CapitalMarketsReview.pdf))

### **About The M&A Advisor**

*The M&A Advisor* is a leading newsletter, website and conference publisher delivering services that provide executives, M&A professionals and others about the intricate world of buying and selling middle market companies. The company's products include *The M&A Advisor* monthly newsletter; *The Mergers & Acquisitions Advisor Online* ([www.maadvisor.com](http://www.maadvisor.com)); The Mergers & Acquisitions Advisor Conference and Expo ([www.maadvisor.com/conference](http://www.maadvisor.com/conference)); The M&A ALERTS e-zine; special reports, software and publications; and consulting services. For further information, visit [www.maadvisor.com](http://www.maadvisor.com). Or call 1-877- 99-MERGE (1-877-996-3743).

### **About Newbury, Piret & Company, Inc.**

Founded in 1981, Newbury, Piret & Company, is a leading Boston based investment banking firm providing Corporate Finance services including, Mergers & Acquisitions, Equity and Debt, Strategic Advisory, and Valuation services. The firm focuses on expanding public and private middle market companies in the business services, technology, healthcare services and manufacturing industry sectors. For further information, visit [www.newburypiret.com](http://www.newburypiret.com). Or call 1-617-367-7300.