



FOR IMMEDIATE RELEASE

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**NEWBURY, PIRET & COMPANY, INC. WINS
MERGERS & ACQUISITIONS ADVISOR AWARD**

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

Boston, MA December 15, 2004 – Newbury, Piret & Co., Inc. a leading Boston investment banking firm, was awarded Industrial Manufacturing Deal of the Year at the M&A Advisor "Academy Awards of Middle Market M&A" held on December 13, 2004 in New York City. Newbury Piret was also nominated in the "Women Deal Maker of the Year" category and for a second nomination in the "Industrial Manufacturing Deal of the Year" category.

Winner

Industrial Manufacturing Deal of the Year

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

Nominations

Woman Deal Maker of the Year

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

Industrial Manufacturing Deal of the Year

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

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 winners were revealed at the annual awards dinner on December 13, 2004 that celebrated the top executives and most innovative transactions within the middle market M&A sector. The event was part of the

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publication's 10th annual conference and was held at The New York Athletic Club in New York City.

In selecting the nominees the publication's nomination committee went through a rigorous and lengthy process that culminated with the selection of fifty-six finalists in seventeen different categories. These include industry sectors such as: computer and information technology, financial services, life sciences, and media and telecommunications to name a few. The nominations committee is composed of members of the publications editorial board as well as 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 that received special recognition as M&A Advisor finalists. Newbury Piret's efforts on behalf of Saurer Group, a Swiss multinational, included a strategic acquisition, a divestiture, and the management-led buyout financing of its Xaloy division. In a separate transaction for which Newbury Piret was named as both finalist and winner, the firm represented Bartlett Nuclear in its recapitalization by two leading private equity groups – Berkshire Partners and Summit Partners.

Newbury Piret is regarded as unique in providing strategic advice in M&A along with financing capabilities that 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).

About The M&A Advisor

The M&A Advisor is a leading newsletter, website and conference publisher delivering services that provide information to 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); The Mergers & Acquisitions Advisor Conference and Expo (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. Or call 1-877- 99-MERGE (1-877-996-3743).

About Newbury, Piret & Company, Inc.

Founded in 1981, Newbury, Piret & Company, Inc. 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. Newbury Piret is one of New England's Top Investment Banks in 2004 as ranked by the Boston Business Journal. For further information, visit www.newburypiret.com. Or call 1-617-367-7300.