

Keith Machinery Corp.



*“Rebuilding the past and
supplying our future”*

Mission Statement

Our Vision...

Keith Machinery Corp. (“KMC”) has been established with the guiding principle that equipment and services can be competitively priced and still deliver superior quality. We believe this principle will fuel the rapid and continued growth of KMC and secure our position as a dominant equipment supplier and service provider, as our clients unlock the potential of our equipment. We have carefully selected manufacturing partners and vendors who share our belief and commitment to quality and customer service. We follow our guiding principle with a customer focused execution plan based on decades of actual experience in our industries. We believe our decades of experience allows us to succeed when many competitors cannot. We follow our vision on many intermeshed platforms:

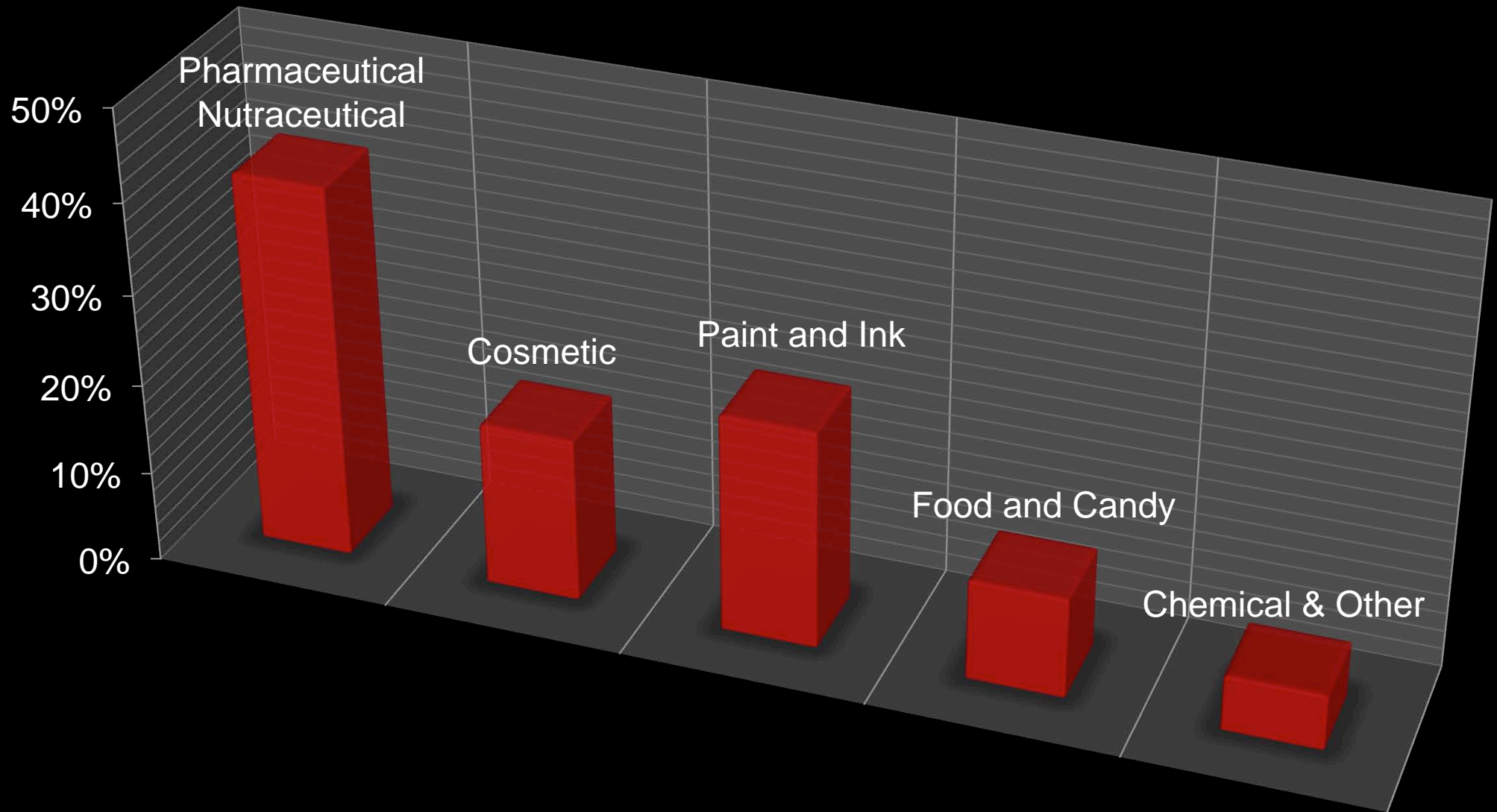
- New Equipment Manufacturing
- Asset Recovery Service Provider
- Expert Seller of Pre-Owned Quality Equipment
- Rebuilder of Select Pre-Owned Assets
- KMC Rigging Division “KMRS”
- After-Market Sales, Service and Support

As a result of our focused approach, KMC has sold hundreds of millions of dollars of equipment and provided services to many top manufacturing and packaging companies. We invite you to contact us with your projects so your company can unlock the KMC potential.

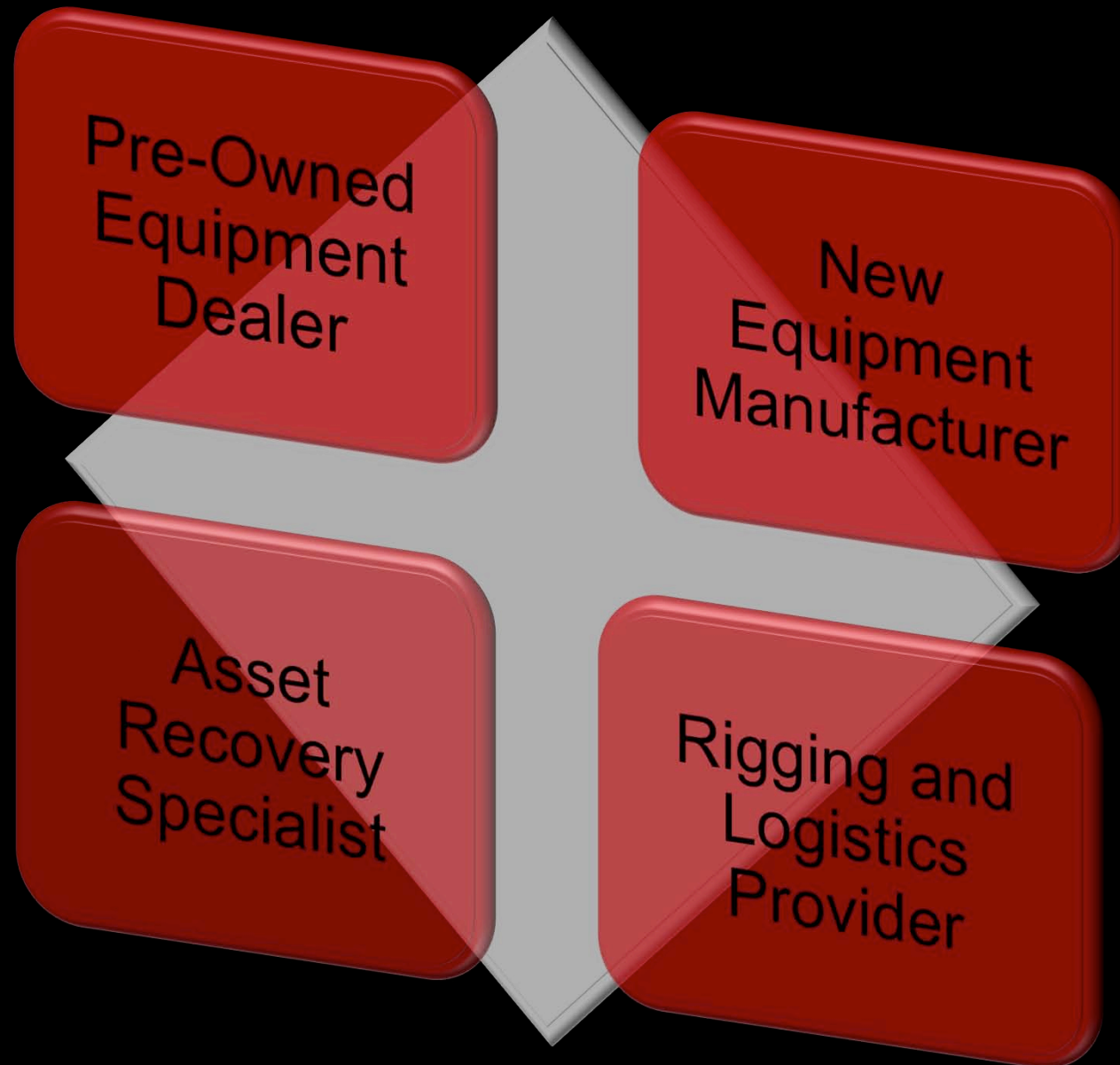
Our Introduction

- Keith Machinery Corp. (“KMC”) was founded over 50 years ago.
- We are a third generation family owned business.
- Current ownership is 100% privately owned.
- KMC became a market setter during the 1960’s and thereafter by appraising, purchasing , manufacturing and re-selling equipment to pharmaceutical, cosmetic, nutraceutical, chemical and consumer care companies worldwide.
- KMC employs mechanics, machinists, engineers, specialists to offer technical support and consulting services to our clients with respect to the assets that we sell. This sets us apart from our competition.
- KMC actively creates a marketplace where buyers of equipment are conditioned to contact us with their requirements. Sellers contact us when they have surplus, for advice and execution of asset recovery strategies. And buyers are conditioned to contact KMC to discuss upcoming and future projects.

Industries Served



Who Are We?



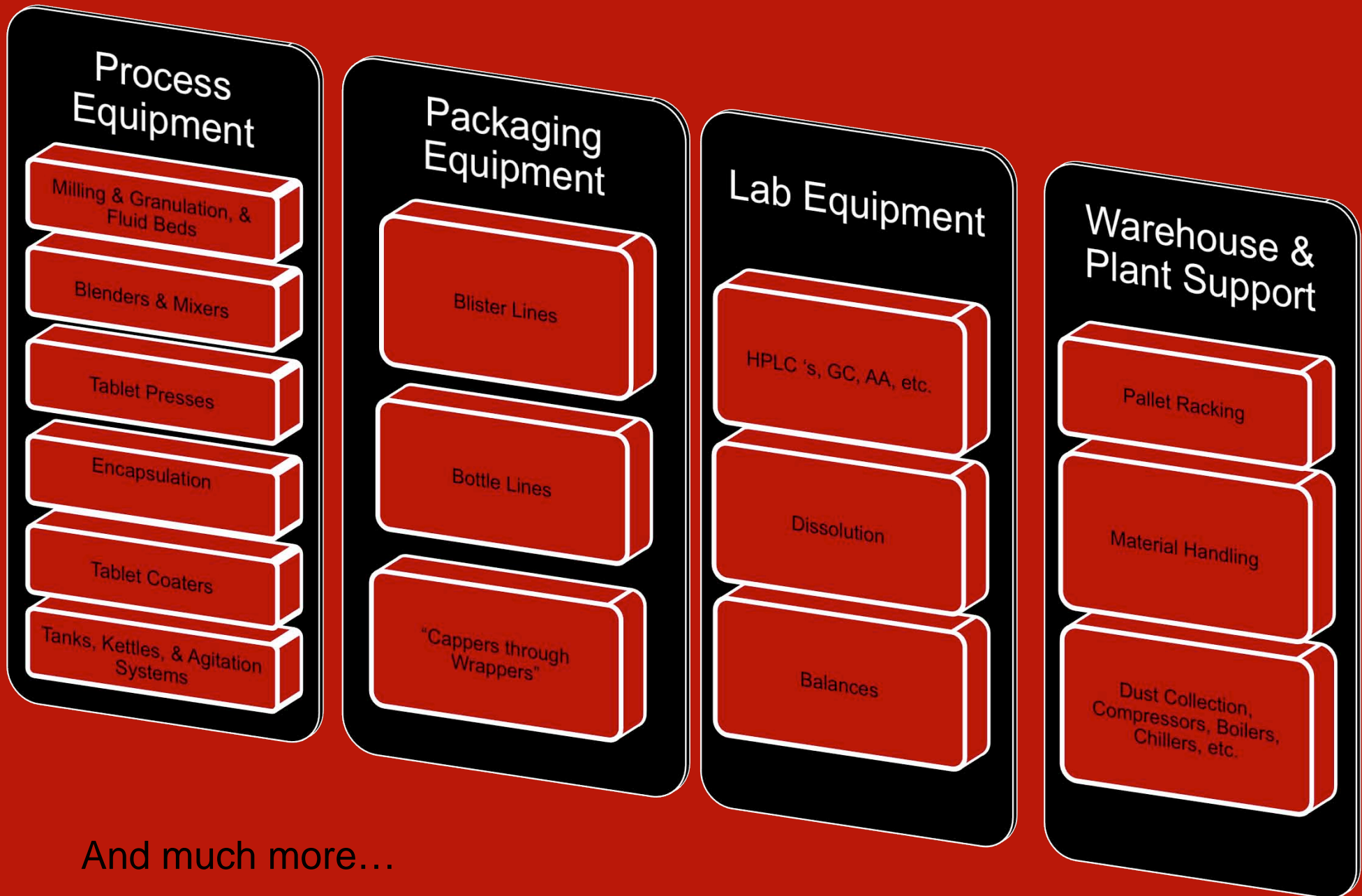
Pre-Owned Equipment

Keith Machinery Corp. is a buyer, seller, rebuilder and appraiser of pre-owned process and packaging equipment as singular assets or complete facilities worldwide. We sell Pre-Owned equipment from industry leaders such as:



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Pre-Owned Equipment



Expert Testing & Rebuilding Workshops

Pre-Owned equipment can be purchased "as is", "shop tested" or "fully reconditioned." Our workshops can handle most tasks and employ engineers, machinists, and mechanics to meet our customer's requirements. When rebuilding is required, our workshops can provide an engineered turnkey solution, including electrical prewired control packages if necessary. In addition to our general work on a wide array of equipment, we have developed workshop specialties that deserve special recognition. These include:

- Tablet Presses
- Encapsulation Machines
- Complete Packaging Lines
- Process Tanks, Kettles, and Mixing Systems

On-Line Marketplace

www.keithmachinery.com

Keithmachinery.com is a full featured dynamic website which offers our clients an array of services. Our user friendly navigation allows our visitors to **search, find, and buy equipment** hassle free with the click of a mouse. Our online marketplace is updated daily with our latest liquidations and new to the market inventory. Some features include:

- Professional display of assets in stock or at clients' plants or warehouse including descriptions, pictures and pricing
- Real-time buying and selling of equipment
- Secure online database for client's surplus re-deployment
- E-newsletters to targeted clientele (30,000+ contacts)
- On-line timed auctions

Keith Machinery Rigging
Services

“KMRS”

Rigging Services



Keith Machinery Rigging Services

Many of our clients often request our services to oversee and manage removal efforts for one reason...we can do what most common riggers can't! Sometimes riggers (although qualified to "move" machinery) do not understand the intricacies of these process and packaging machines and the parts included with each unit. KMRS can handle all aspects of your removal from "A to Z"

- Supplying of all labor, equipment needed and materials needed at the job site
- Securing all available documentation including drawings and manuals
- Securing all available change parts / spare parts for each unit
- Electrical and pneumatic disconnect with careful match marking of all wires
- Construction or demolition of interior / exterior walls
- Packing services as follows:
 - Bubble wrapping and boxing of small fragile equipment (lab, glassware, etc.)
 - Skidding
 - Vacuum sealing
 - Crating (both skeleton style and export boxes)
 - Loading of client's trucks or containers and securing of freight for safe transport

A large industrial crane is shown on the left side of the image, lifting a heavy, cylindrical industrial component. The component has various pipes, valves, and a control box attached to it. The scene is set against a dramatic sky with a bright sun low on the horizon, creating a silhouette effect on the crane and the component. The overall tone is professional and industrial.

Keith Machinery Rigging Services

KMC has many process and packaging engineers on staff to oversee and manage a particular removal job. It is this expertise that allows **KMRS** to stand alone from other riggers and provide our clients with a peace of mind that their equipment is being handled carefully, safely, and most importantly, as if it was their own.

KMRS has discounts with many freight providers which we are able to pass on the savings to our clients. We are able to obtain competitive rate quotes for clients' review to ensure the least expensive means of transportation



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KMRS can handle all aspects of your installation or removal needs from "A to Z"

- Supplying of all labor, equipment and materials needed at the job site
- Securing all available documentation including drawings and manuals
- Securing all available change parts / spare parts for each unit
- Electrical and pneumatic disconnect with careful match marking
- Construction or demolition of interior / exterior walls
- Packing services:
 - Bubble wrapping and boxing of small fragile equipment
 - Skidding
 - Vacuum sealing
 - Crating (both skeleton style and export boxes)
 - Loading / Unloading of client's trucks or containers

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Asset Recovery Services

Keith Machinery Corp. has spear-headed countless surplus projects worldwide. We liquidate from and sell to Fortune 500 Companies and successful small and mid-sized companies from around the globe. Clients we have liquidated from include respected companies such as:



CHIRON



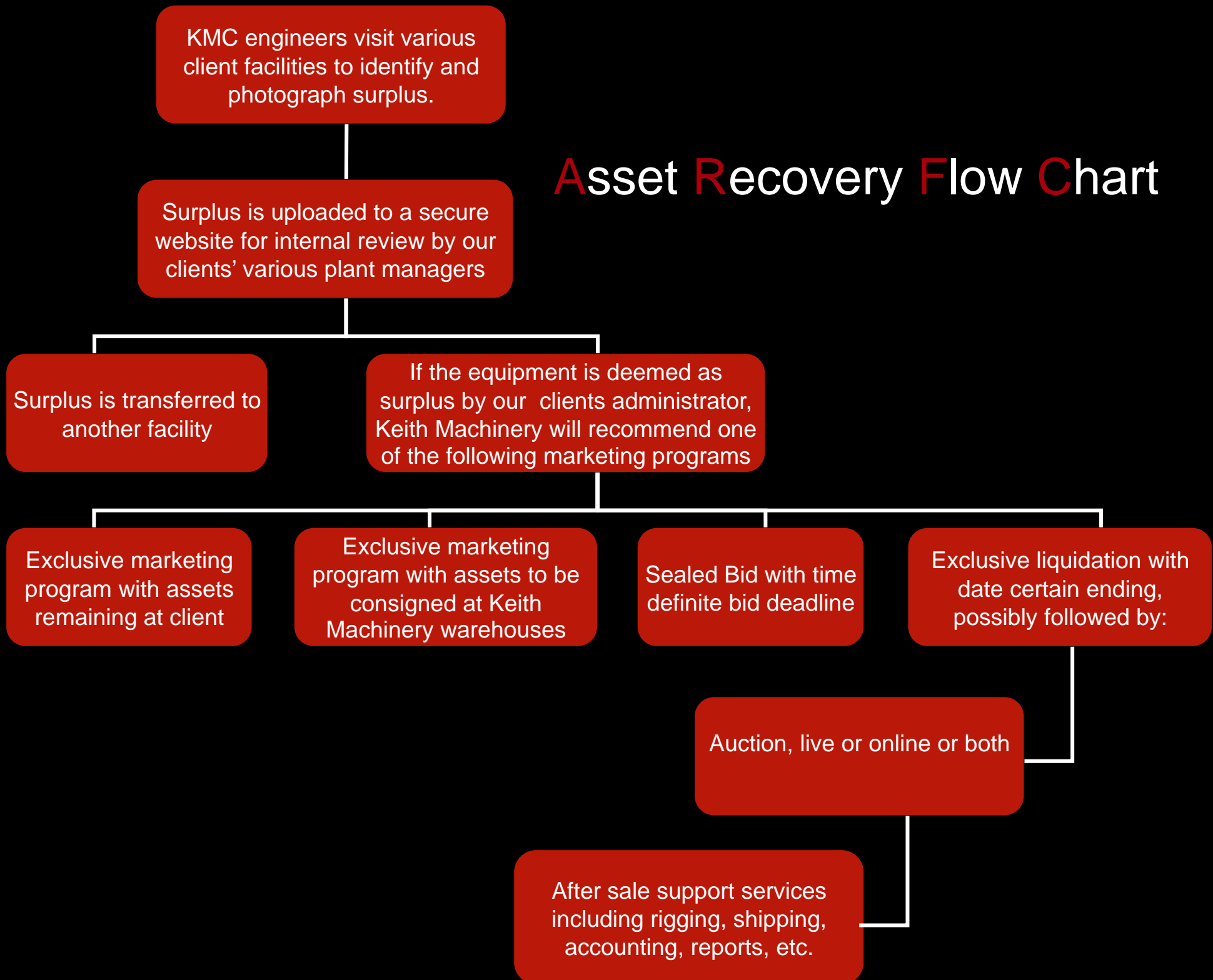
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Asset Recovery Services

The typical format of a Fortune 500 surplus asset recovery model can be summarized as follows:

- KMC engineers visit client sites to provide accurate descriptions and take photographs of surplus assets or entire surplus facilities. This requires knowledge that cannot be obtained overnight but instead requires decades to develop with qualified staff and contacts.
- The equipment is expertly displayed on KMC's private website for clients managers to review for re-deployment within company or authorized marketing to the public.
- For assets that are deemed as surplus after internal authorization, KMC advises clients of proper surplus asset recovery strategy based on up to the minute market conditions. The programs will undoubtedly include one or more of the following; possibly in carefully planned stages based on timeline goals our clients wish to meet:
 - Exclusive marketing program with assets remaining at client's facility
 - Exclusive marketing program with assets to be consigned to KMC warehouses
 - Sealed bid sale with time definite bid deadline
 - Exclusive liquidation with date certain ending, possibly followed by:
 - Auction, can be performed live or online or both, completely supervised by KMC
 - After sale support services include rigging, shipping, accounting, reports and accounting functions
- Entire plant closures may include a partnership with multi-national real estate firms and a multi-staged approach based on the size of the surplus facility and the timeline available for project
- **Implementation...**

Asset Recovery Flow Chart



Asset Recovery Highlights

Chiron Betaseron Plant, Canóvanas, Puerto Rico “Case History”

KMC was hired to appraise and advise regarding the value of the facility. It was an “unused” facility which became excess capacity to Chiron because of the success of a competitor’s MS drug. KMC professionally appraised the equipment combined with the real estate. We determined the best and highest potential sale value was to identify a buyer for the entire facility. Chiron placed their confidence in KMC. We orchestrated a team that consisted of KMC in participation with a multinational real estate firm. KMC led the marketing and inspection process. Although many pharmaceutical clients closely inspected the opportunity, KMC developed Astra Zeneca’s sincere interest and **closed a sale in the range of \$18 million USD.** This example is particularly relevant in consideration of a project when an entire facility or campus is to be closed.

CHIRON

Asset Recovery Highlights

Bristol-Myers Squibb – Garden City, NY “Case History”

Complete purchase and liquidation, auction, and asset removal due to the closure of BMS Garden City, NY facility. KMC worked hand in hand with Senior Management to develop plan to meet objectives. We also worked closely with the plant managers and engineers in Garden City to coordinate mutual goals. We offered complete “A to Z” service for the closure of the 200,000 sq. ft. facility. This not only included buying and selling all of the assets, this also included orchestrating and executing all of the rigging of assets, and leaving the facility “broom clean” to meet requirements of the real estate division. Our project results met or **exceeded all objectives.**



Appraisal Services

“No other company has our combination of longevity, performance, and “A to Z” capabilities”

Appraisals are a large portion of our business. We perform these appraisals not only for Machinery and Equipment, but also for Real Estate, Inventories, Business Enterprise, etc. Our appraisals are used by major banks, lenders, and businesses worldwide. We specialize in the Pharmaceutical, Nutraceutical, Chemical, Cosmetic, Food, Paint, Ink, and Paper industries.

We are regularly called on to “partner” with appraisal firms who rely on us for our industry insight and knowledge as daily market maker; including up to the minute market condition. When conducting an appraisal, it is not sufficient to simply identify an asset. Proper valuation comes from understanding the intricacies of the equipment and recognizing their functions within the business. With decades of experience, Keith Machinery’s experts appraise machinery and equipment across more than 100 industry segments. Our appraisals are fully compliant with the Uniform Standards of Professional Appraisal Practice (USPAP) and these appraisals can also include the liquidation costs (Net Appraisal). Our range of experience includes the following concepts of value:

- Auction Sale Value (Forced Liquidation)
- Orderly Liquidation Value
- Orderly Liquidation Value in Place
- Fair Market Value
- Fair Market In Place (Insurance Value)
- Replacement Value New

The strength of our database, combined with the unparalleled field experience of our appraisal team, results in a well-documented, thoroughly supported appraisal report that can be relied upon to make business decisions. KMC is equipped to offer our clients appraisal reports tailored to meet their individual specifications, timelines and budgets.

In addition to appraising asset values, KMC provides expert advice on surplus asset recovery solutions. We organize and execute programs from “A to Z”, including marketing campaigns, consignments, liquidations, auctions, rigging, shipping, accounting, and after-sale logistics.

New Equipment Manufacturers

Keith Machinery Corp. "KMC"

Keith Machinery Metals Corp. "KMMC"

Anthony Manufacturing Inc. "AMI"

New KMMC Blenders

Keith Machinery Metals Corp. ("KMMC") manufactures a new line of liquid and powder mixing equipment for the pharmaceutical and related industries. Deserving special recognition is our KMMC Powder Blender line including "Vee" Blenders, Conical Blenders, "Offset" Cone Blenders, Paddle Blenders, & Ribbon Blenders. The KMMC designs conform to the exacting requirements of the pharmaceutical industry, and standard contact parts are type 316 stainless steel. Our capabilities include vacuum jacketed processors with internal bars that provide ultimate user friendly capabilities. Controls are available to meet our clients processing demands. IQ/OQ documentation available.

KMMC "Vee" Blenders:

- Pilot (1, 2, 3, & 5 cubic foot)
- Production (10 cubic foot & larger)

KMMC Conical Blenders

- Pilot (1, 2, 3, & 5 cubic foot)
- Production (10 cubic foot & larger)

KMMC "Offset" Cone Blender

- Pilot (1, 2, 3, & 5 cubic foot)
- Production (10 cubic foot & larger)

KMMC Interchangeable Shell "Labstar" System

KMMC Horizontal Shell Blenders (paddle, ribbon, etc.)



New Tanks & Mixing Systems

TYPICAL CONSTRUCTION SPECIFICATIONS

- 316 SS Contact Parts
- Internal Finish: 30-35 Micro-inch, All Welds Ground Smooth & Flush (Higher Surfaces Finishes Upon Request)
- Electro-polishing can be offered on Interior and/or Exterior Surfaces
- Smaller tanks can be offered Caster Mounted.
- Tanks offered Open Top (optional cover) or with dished and welded Top head. Closed Top Tanks can be rated for pressure or vacuum.
- Various Mixing Systems are available. These include simple flange or clamp mounted stirrers; centerline single, double or triple motion scraper agitators; top or bottom entering homogenizers; scraper and disperser combinations; and custom designed systems.
- Tanks can be ordered with various control packages. Our UL certified shop will design the proper package for your project needs.



Our experts develop and quote tanks/mixing systems specific to client specification.

Go-Green with Keith Machinery

Keith Machinery's **Green Office Program** ("GOP") is just one example of our continued commitment to the environment. Our **paperless office** and industry leading **digital archive system** is guiding our competition to a cleaner future.

Join our cause,
Help us Re-Build the environment