

THE BIGELOW COMPANY LLC

HUBBARDTON FORGE CORPORATION

Hubbardton Forge Corporation recapitalized with an investment by Lineage Capital, LLC

Vermont-based Hubbardton Forge Corporation (“the Forge”) is the leading designer and manufacturer of high-end, aesthetically-beautiful, hand-forged lighting products. The Company is distinguished by a focus on innovative product design and development, out-standing customer service, domestic manufacturing, and a strong corporate culture.

Unique Owner Requirements:

- Leave operating and board control with the existing shareholders.
- Allow the CFO to retire after a short transition period.
- Maintain operations in Vermont.
- Commit to a major facility expansion.
- Maintain a profit sharing plan shared with all employees.
- Provide non-owner management with a significant ownership stake.

Response:

Bigelow pre-qualified a distinct group of “best-fit” investors who were amenable to the Forge’s “must-have” criteria. Bigelow created a customized process (Attributes Analysis Report) that ranked prospective investors not by price, but by their strengths and weaknesses relative to the Forge’s Core Beliefs and Values.

Outcome:

Bigelow’s customized approach led to a range of highly qualified offers from which the Forge could select the “Best Fit.” A competitive environment enabled the Forge to achieve its “must haves” while achieving a market valuation. The Forge’s founders maintained operating and board control while obtaining an infusion of capital and resources to ensure ongoing stability and continuing growth.

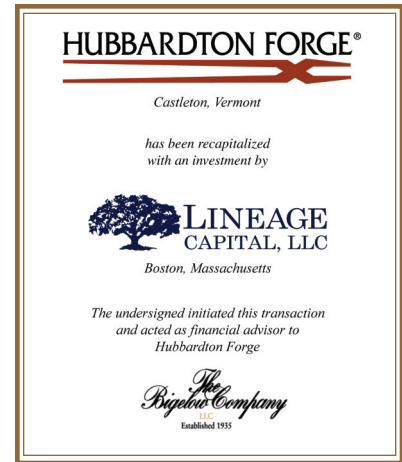
Client Testimonials:

“The whole deal was based on finding a very specific partner, and the subtleties of the match were very important. Had Bigelow been more into buying and selling than into listening, it would not have worked. We were afraid of losing what makes the company special, and were relying on TBC to help us find the right match.”

George Chandler
President & CEO
Hubbardton Forge Corp.

“TBC is a remarkable team for their energy, knowledge, and professionalism. The quality of their presentation and CDM was terrific, and their organization and project management were exactly what they promised.”

Don Merkle
Shareholder & CFO
Hubbardton Forge Corp.



“This is the second time that The Bigelow Company has identified an entrepreneurial company that fits perfectly with our true partnership business model. We couldn’t have closed this deal without Bigelow’s unwavering commitment to their client.”

Mark E. Sullivan
Partner
Lineage Capital, LLC

“The Bigelow Company understood that the owners cared about finding an investor who would not only pay the right price but who also shares a commitment to a business philosophy that the owners believe in deeply and that has served them, their employees, and their community well.”

Stewart H. McConaughy
Partner, Gravel & Shea
Attorneys for Hubbardton Forge