

THE BIGELOW COMPANY LLC

J.A. WEBSTER, INC.

J.A. Webster, Inc. acquired by Patterson Dental Company

Founded in 1946, J.A. Webster, Inc. is one of the largest and most respected value-added distributors of veterinary supplies to veterinary clinics in the United States.

Background:

The sale of the company to Patterson Dental culminated a ten-year relationship between J.A. Webster, Inc. and The Bigelow Company. In 2000, with The Bigelow Company's assistance, the Company embarked on an acquisition strategy. That strategy was soon modified thereafter because the family determined it required significant outside capital in order to be successful.

Bigelow Assignment:

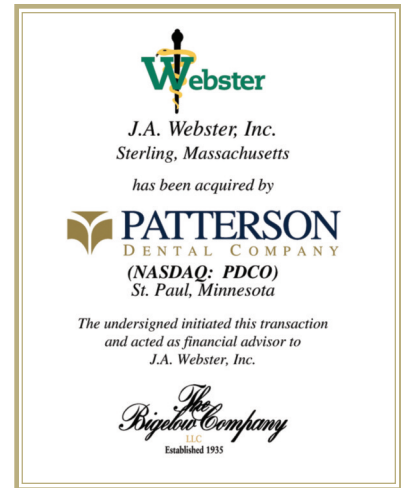
- To find a partner with the resources to take the company to the next level of national market reach.
- To maintain J.A. Webster's corporate culture and identity.
- To satisfy the diverse financial and personal objectives of several family member owners.

Outcome:

The Bigelow Company obtained strong offers from both strategic and financial buyers. Although a recapitalization with a financial buyer was equally attractive financially, the family chose a strategic acquirer with similar market characteristics and a compatible culture and distribution operation, believing that would be best for the company moving forward.

Future:

The resources available through Patterson Dental Company have significantly accelerated J.A. Webster's growth plans, allowing them to capitalize on very attractive immediate opportunities in the national veterinary supply market.



Client Testimonial:

“Like many owner-managed enterprises, we’ve relied on the same accounting and legal advisors for many years – but we needed a different level of talent to help us with the sale of our company and our subsequent investment needs. The Bigelow Company brought in and managed a ‘SWAT’ team of world-class advisors who understand the complex issues involved in selling a family-owned business.”

Jeffrey H. Webster
President
J.A. Webster, Inc.