Sample Report:
Names, addresses, all telephone numbers, and web links have been changed for the purposes of this sample.

Contact: Mr. Fred P. Irwin
New Wealth: $15-25 Million (est.)
Pending - Agreement in Principle/Letter of Intent
Anticipated Close: 1st qtr, 2003

Contact#: 256X
Researched: 10/2/02

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New Wealth Event (timing, amount and payment method)

Announcement Date: 9/30/02
Announcement Link: http://news.moneycentral.msn.com/category/topicarticle.asp?feed=BW&Date=20020930&ID=1962x
Estimated Transaction Value: $25-50 Million
Method of Payment: Not disclosed, expected to be in cash.

Contact Home Information

Mr. Fred P. Irwin
12345 Main Street
Anywhere, NY 12345
(716) 123-4567

Demographic Information

Contact
Age: 51
Gender: Male
Marital Status: Married

Spouse
Name: Susan H
Age: 50
Gender: Female

Contact Children

Todd was born in 1964.
Scott was born in 1968.

Personal Assets

Primary Home
Single family, Anyhere, NY, Assessed Value: $267,000, Year Built: 1971; 3257 Square Feet, 4 Bedrooms, 1 Pool

Secondary Home
Condominium, Boca Raton, FL, Sale Price: $165,000, Year Built: 1985; 1710 Square Feet, 1 Acres, 3 Bedrooms

Insight

In late 1997, Fred was elected chairman of the board of the directors of the Children's Hospital of Anywhere Foundation. He is also a director of the Greater Upstate Partnership, Upstate Prep and the United Way.

Fred founded the Haunted Catacombs, which has raised more than a quarter of a million dollars for local charities. He received a National Conference Brother/Sisterhood Award for leadership and community service in 1993.

Fred was appointed co-chairman of the 44th annual National Conference for Community and Justice Citation Banquet in early 1999.

In 1998, the Buffalo Bottling Corp. bought the naming rights to the Amherst Soda Center in an 11-year, $500,000 deal.

The Irwin family once owned the Upstate Team of the American Hockey League before selling the team in 1970.

Origin of New Wealth Analysis:

The Bottling Group, Inc. (NYSE: BGX) has signed a Letter of Intent to acquire Buffalo Bottling Corp. Based in Buffalo, N.Y., the company serves customers in Erie, Niagara and Cattaraugus Counties, as well as portions of several surrounding counties. Buffalo Bottling Corp. has been owned and operated by the Irwin family since 1955. Terms of the transaction were not disclosed; however, two previous 2001 acquisitions by Bottling Group were made using cash.

Aim research indicates 100% of the capital stock in the company is owned by the Irwin family. Based on annual sales of approximately $50 million and a review of comparable transactions, the estimated deal value is in the $40 million range. Current President and CEO, Fred Irwin, is expected to receive between $15 - 25 million from the deal. Other key executives including Todd Irwin (VP), Scott Irwin (VP), Daniel Thomas (SR. VP-CFO) and Lisa Wood (BOD) are each expected to receive in the upper range of $1 - 5 million.

The Irwin family is not expected to remain with the company following the transaction

Contact Business Information

Buffalo Bottling Corp.

5678 Walton Avenue
Buffalo, NY 14225

Phone:(716) 234-5678
Fax: (716) 234-5679

Year Started: 1955
Control Date: 1955

Sales: $50.0 Million
Employees: 250
Industry: Distributor of Cola

Contact: Mr. Fred P. Irwin
Title: President

Company Founder: No
Year Contact Joined Company: 1963

Company Description:
Founded nearly 50 years ago by the Irwin family, the company remained in family ownership until this pending deal. The company operates a production facility, warehouse and office, all in upstate, NY.

Items of Interest:
The Buffalo Bottling plant manufactures more than 9 million bottles of soft drinks annually and handles the distribution of an estimated 360 products.

Buyer of Contact Company

Bottling Group http://www.bgx.com/

Buyer Type: Strategic
Ownership: Public
Ticker: NYSE:BGX
Industry: Manufacturer and distributor of Cola

Location: Somers, NY
Country: United States

Sales: $8.5 Billion
Employees: 40000
Market Cap: $7.01 Billion
Net Income: $8.72 Billion

Items of Interest:

Jack C. Hill, PBG's Chief Executive Officer, noted the Irwin family's rich history in the bottling business, dating back to the mid 1930s.

Networking Opportunities

Law Firm: Luther, Silversmith, Mathews & Waxman, LLP - Scott E. Franklin, Esq. (716) 853-5100

Contact Education:
State University of New York, B.S., 1969, Business

Other Likely Shareholders and Investors

Contact	Title	Wealth
2570 Lisa P. Wood	Board of Director	$1-5 Million
2568 Daniel P. Thomas	CFO	$1-5 Million
2567 Scott D. Irwin	VP	$1-5 Million
2566 Todd A. Irwin	VP	$1-5 Million