



**EX-FACTORY INC.**  
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[www.exfactory.com](http://www.exfactory.com)

**EX-FACTORY INC. ...The Company**

<b>COMPANY</b>	Name	EX-FACTORY INC.
	Industry .....	Dealer in Used & New Capital Equipment
	Type.....	Incorporated, Privately Owned
	Founded .....	1989
	2020 Sales (mil.) .....	\$ 13.5
	2021 Sales (mil.) .....	\$ 19
	2023 Employees .....	36 (+/-)
<b>HQ LOCATION</b>	1805 Sardis Road North, Charlotte, NC 28270	
<b>WAREHOUSE</b>	8191 Logistic Drive, Zeeland, MI 49464	
<b>BANK</b>	WELLS FARGO, Charlotte, NC 28270	
<b>OFFICERS</b>	President .....	Juergen Schumacher
	VP   Treasurer – Secretary .....	Elisabeth Schumacher
<b>KEY PERSONNEL</b>	Sr. Auction Manager .....	Kevin Welker
	Controller .....	Pam Gorman
	Freight & Logistics Manager .....	John Meyer
	Sales Manager .....	Dan Wolters
	Service Manager .....	Michael Knuepling
	Product Managers .....	20 (+/-)
	IT Department.....	2
<b>WEBSITES</b>	<a href="http://www.exfactory.com">www.exfactory.com</a> (PRIMARY)	
	<a href="http://www.exfactoryAUCTIONS.com">www.exfactoryAUCTIONS.com</a>	
	<a href="http://www.exfactoryMETAL.com">www.exfactoryMETAL.com</a>	
	<a href="http://www.STONEmachineryandequipment.com">www.STONEmachineryandequipment.com</a>	
	<a href="http://www.GLASSandWINDOWmachinery.com">www.GLASSandWINDOWmachinery.com</a>	
<b>EMAIL</b>	sales@exfactory.com (PRIMARY)	
<b>INDUSTRY</b>	EX-FACTORY INC. is a USA & Canadian company with worldwide sales in Used & New Machinery for the Woodworking, Stone, Glass, Plastic, Metalworking, and related Industries.	

**Used & New Machinery for the Woodworking, Stone, Glass, Plastic, and Metalworking Industries**



## EX-FACTORY INC. ...The Company

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**MARKET** Primary markets are the US, Canada, Mexico, and South America. - During 2010 - 2020, market activities have expanded to Western & Eastern Europe, New Zealand, Australia, Africa, the Middle and Far East, Asia - *We serve all Worldwide Markets.*

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- eBUSINESS**
- [www.EXFACTORY.com](http://www.EXFACTORY.com) - Worldwide venue for displaying Used & New Equipment for sale; an average 5,000 machines; includes complete description, prices, condition, geographic region, year of manufacture, photos, video clips, and product literature.
  - [www.exfactoryAUCTIONS.com](http://www.exfactoryAUCTIONS.com) - online real-time machinery auction of used woodworking & related equipment; a certified (USA and Canada) appraiser is on staff.
  - [www.exfactoryMETAL.com](http://www.exfactoryMETAL.com) - Focus only on Metalworking Machinery with EXF's presentation & style with complete descriptions images, and Product Manager support by phone, email, or fax.
  - [www.stonemachineryandequipment.com](http://www.stonemachineryandequipment.com) Website for Used & New equipment in the Stone Industry with EXF's detailed presentation, style, descriptions, images, and Product Manager support by phone.
  - [www.glassandwindowmachinery.com](http://www.glassandwindowmachinery.com) - Website for Used & New equipment in the Glass and Window Industry only with EXF's complete, thorough & detailed description and pricing.
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- SERVICES**
- **Freight & Logistics Arrangements** - Freight Department can arrange transportation of your purchased equipment and item(s), including freight forwarding and oversize/overweight permits.
  - **Service Technicians.** Referral network of experienced professional technicians across the USA and Canada is available. Technicians can provide professional disconnection/de-installation, wire labeling, reassembly marking, photo documentation, and inspection services.
  - **Appraisals.** Obtain Fair Market Value, Liquidation Value, even Auction Value of your machinery assets through our Online Instant Appraisal Feature. EX-FACTORY also provides professional desktop through on-site Appraisal Services, complete with documentation according to your specific need.
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### **Used & New Machinery for the Woodworking, Stone, Glass, Plastic, and Metalworking Industries**



## EX-FACTORY INC. ...The Company

<b>TARGET MARKET</b>	Manufacturing Companies and industry-serving Dealers from small 2-man shops, small and large manufacturing facilities, to manufacturers with multiple plant locations domestically and internationally.	
<b>SALES TRANSACTION</b>	Range From..... \$ 500 to \$ 500,000 Average ..... \$ 25,000 per Transaction	
<b>GROWTH</b>	<p><b>1989:</b> Startup with 3-member staff</p> <p><b>2023:</b> Approx. (36) Employees, including</p> <ul style="list-style-type: none"> <li>(20) Product &amp; Sales Managers</li> <li>(1) Service Manager</li> <li>(2) Auction Managers</li> <li>(1) Marketing &amp; Media Manager</li> <li>(1) Freight &amp; Logistics Manager</li> <li>(1) Information Technology</li> <li>(5) Employees at MI Warehouse/Showroom Facility</li> <li>(3) Administration</li> <li>(2) Executives</li> </ul> <p>Sales Target for 2023 .....\$ 20+ million</p> <p>Online Auction Division.....Greatest growth potential</p> <p>Stone Division.....Stand-alone comprehensive website</p> <p>Glass Division &amp; Window Division ...Backed by industry insiders</p> <p>Metalworking Division .....A Division that has to "Step It Up!"</p>	
<b>SATELLITE OFFICES</b>	<b>UNITED STATES</b> <ul style="list-style-type: none"> <li>• California</li> <li>• Florida</li> <li>• Michigan</li> <li>• North Carolina</li> </ul>	<b>UNITED STATES</b> <ul style="list-style-type: none"> <li>• Oregon</li> </ul> <b>INTERNATIONAL</b> <ul style="list-style-type: none"> <li>• Ontario, CDN</li> <li>• Quebec, CDN</li> <li>• Brazil, SA</li> </ul>
<b>WAREHOUSE</b>	Warehouse/CNC & Machinery Reconditioning Center in Zeeland (Grand Rapids), MI - Current warehouse capacity to 30,000 sq/ft <a href="https://www.exfactory.com/zeeland">https://www.exfactory.com/zeeland</a>	
<b>INDUSTRY ASSOCIATIONS</b>	AWFS (Association of Woodworking & Furniture Suppliers) BBB (Better Business Bureau) CMA (Cabinet Makers Association) NGA (National Glass Association) WMIA (Woodworking Machinery Industry Association)	

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