

## Mergers and Acquisitions

In 2023, there were more than 55,000 mergers and acquisitions worldwide. One of the primary reasons why M&A is essential in today's economy is that it allows companies to reduce costs while increasing production. Merging with or acquiring another company can result in cost savings and operational efficiencies that would not be possible for either company alone.

At Flaster Greenberg, whether our client is the buyer, the seller, a lender, a security-holder, an employee group, or another interested party, we apply our extensive experience and knowledge in a variety of merger and acquisition transactions to all our deals, including cash purchases, earn-outs, spinoffs and split-ups, and a range of tax-favored reorganizations.

Frequently we are asked to consult not only with respect to the technical legal aspects of a M&A transaction but also with respect to valuation and other business issues. Our extensive expertise in Federal and State taxation can be especially important in this highly complex area, where a seemingly nominal change in the structure of a transaction can have surprising and far-reaching tax consequences.

Understanding our client's business strategy is always a first step in finding legal solutions. Whether helping to choose and execute the right deal structure, or negotiate and close the deal, our corporate attorneys have dealt with a variety of issues and have played a role in handling a vast number of transactions.

Please review the list of some of our transactions to see the breadth of our knowledge across many industries and don't hesitate to contact one of our attorneys in the menu listed below.

### TRANSACTIONS

#### Represented

- Merger partner in a ~\$1 billion merger in the transportation, postal, and shipping services industry
- Seller in \$450 million sale of capital stock in the manufacturing industry
- Purchaser in \$450 million bankruptcy court sale in the pharmaceutical industry
- Seller in \$435 million friendly tender offer in the equipment manufacturing industry
- Seller in \$165 million sale of controlling interest in the marketing industry
- Seller in \$100 million international sale in the environmental industry

#### Attorneys

Allen P. Fineberg  
Mariel J. Giletto  
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Tami Bogutz Steinberg  
Michael J. Stutman  
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Alan H. Zuckerman

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- Seller in \$55 million private equity sale in the medical practice industry
- Seller in \$42 million sale in office equipment industry
- Seller in \$40 million private equity sale in pharmaceutical marketing industry
- Purchaser in \$40 million acquisition in food production industry
- Seller in \$35 million sale in the manufacturing industry
- Purchaser in \$30.5 million acquisition in the food manufacturing industry
- Purchaser in \$30 million acquisition in the food production industry
- Seller in \$29 million acquisition in the direct mail and fulfillment industry
- Seller in \$21.5 million merger in the software industry
- Seller in \$20 million sale in the higher education industry
- Seller in \$20 million sale in water/sewer utility industry
- Seller in \$20 million sale in software industry
- Seller in \$19 million acquisition in real estate services industry

## REPRESENTED

- Purchaser in \$16 million sale in trucking industry
- Buyer in \$16 million acquisition in manufacturing and distribution industry
- Seller in \$15 million sale in internet industry
- Seller in \$14 million tax-free acquisition in the telecommunications industry
- Seller in \$12 million sale in parts and supplies stores industry

## HIGHLIGHTS

### Fourth annual m&a conference - 1/31/24

On January 31st, Flaster Greenberg hosted its 4th Annual Mergers & Acquisitions Conference, sponsored by M&T Bank, at the DoubleTree by Hilton in Cherry Hill, NJ.

This engaging conference is a distinctive offering in Southern New Jersey and offered more than 175 business professionals the chance to learn more about industry trends and engage in valuable networking time.

Panelists discussed what's trending in M&A, the importance of LOIs, and due diligence in preparation of a transaction.

Thank you to our moderators and panelists for lending us your time and expertise. View the complete list of moderators, speakers, and presentations [here](#).

Read a compilation of recent representative M&A transactions we've handled on behalf of our clients [here](#).

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If you are interested in learning more about the conference, or are interested in reserving your spot for next year's M&A Conference, please contact Tami Bogutz Steinberg, Chair of Flaster Greenberg's Business & Corporate Department, or [Marketing@FlasterGreenberg.com](mailto:Marketing@FlasterGreenberg.com).