



EX-FACTORY INC.
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www.exfactory.com

EX-FACTORY INC. ...The Company

COMPANY	Name	EX-FACTORY INC.
	Industry	Dealer in Used & New Capital Equipment
	Type	Incorporated, Privately Owned
	Founded	1989
	2024 Sales (mil.)	\$ 11.5
	2024 Sales (mil.)	\$ 10
	2025 Employees.....	36 (+/-)
HQ LOCATION	1805 Sardis Road North, Charlotte, NC 28270	
WAREHOUSE	8191 Logistic Drive, Zeeland, MI 49464	
BANK	WELLS FARGO, Charlotte, NC 28270	
OFFICERS	President	Juergen Schumacher
	VP Treasurer – Secretary	Elisabeth Schumacher
KEY PERSONNEL	Sr. Auction Manager.....	Kevin Welker
	Controller	Pam Gorman
	Freight & Logistics Manager	John Meyer
	Sales Manager	Dan Wolters
	Service Manager	Michael Knuepling
	Product Managers	16 (+/-)
	IT Department	2
WEBSITES	www.exfactory.com (PRIMARY)	
	www.exfactoryAUCTIONS.com	
	www.STONEmachineryandequipment.com	
	www.GLASSandWINDOWmachinery.com	
EMAIL	sales@exfactory.com (PRIMARY)	
INDUSTRY	EX-FACTORY INC. is a USA & Canadian company with worldwide sales in Used & New Machinery for the Woodworking, Stone, Glass, Plastic, and related Industries.	

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



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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 - 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 - online real-time Machinery Auction of used woodworking & related equipment; a certified (USA and Canada) Appraiser is on staff.
 - 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 - 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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TARGET MARKET	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.	
SALES TRANSACTION	Range From\$ 500 to \$ 500,000 Average.....\$ 25,000 per Transaction	
GROWTH	<p>1989: Startup with 3-member staff</p> <p>2024: Approx. (36) Employees, including</p> <ul style="list-style-type: none"> (16) Product & Sales Managers (1) Service Manager (2) Auction Managers (1) Marketing & Media Manager (1) Freight & Logistics Manager (1) Information Technology (4) Employees at MI Warehouse/Showroom Facility (3) Administration (2) Executives <p>Sales Target for 2025.....\$ 12.5+ million</p> <p>Online Auction Division.....Greatest growth potential</p> <p>Stone DivisionStand-alone comprehensive website</p> <p>Glass Division & Window Division ...Backed by industry insiders</p>	
SATELLITE OFFICES	<p>UNITED STATES</p> <ul style="list-style-type: none"> • Michigan • North Carolina 	<p>INTERNATIONAL</p> <ul style="list-style-type: none"> • Ontario, CDN • Quebec, CDN • Brazil, SA
WAREHOUSE	Warehouse/CNC & Machinery Reconditioning Center in Zeeland (Grand Rapids), MI - Current warehouse capacity to 30,000 sq/ft https://www.exfactory.com/zeeland	
INDUSTRY ASSOCIATIONS	<p>AWFS (Association of Woodworking & Furniture Suppliers)</p> <p>BBB (Better Business Bureau)</p> <p>CMA (Cabinet Makers Association)</p> <p>NGA (National Glass Association)</p> <p>WMIA (Woodworking Machinery Industry Association)</p>	

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