



Andy P. Berger

Shareholder and Chair, Mergers and Acquisitions

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Services and Industries

- Business, Corporate and Tax
- Mergers and Acquisitions
- Franchising, Licensing and Distribution
- Hospitality
- Death Care

Education

Temple University School of Law, J.D., 1998

Valdosta State University, B.A. in Economics, 1994

Admissions

Pennsylvania

New Jersey

Andy P. Berger, Esq. practices in the firm's Business, Corporate and Tax Law Group. With over 22 years of experience, Andy consults and advises owners and other senior decision-makers at privately owned businesses concerning mergers and acquisitions, joint ventures and other complex transactions, debt and equity financing,

commercial transactions and general business and corporate law matters.

In his practice, Andy principally focuses on representing buyers and sellers of privately owned businesses (including family run enterprises) in connection with mergers and acquisitions in various industries, including manufacturing, pharmaceutical, insurance, wireless communications, transportation, consulting and retail. He represents businesses in the wholesale distribution of malt and brewed beverages as well as buyers and sellers in transactions involving businesses owned by employee stock ownership plans (ESOPs).

Andy also assists clients with debt and equity financing transactions and other commercial and corporate law matters, including the preparation and negotiation of commercial contracts, such as confidentiality and nondisclosure agreements, product manufacturing and supply agreements and distribution agreements.

Prior to joining Saxton & Stump, he was a shareholder for a Reading-based law firm. Andy also served in the U.S. Air Force prior to attending law school, where he was an Avionics Technician on F-16 Fighter jets for four years.

Experience

- Advised a mutual insurance company in connection with its \$150 million acquisition of a stock insurance company that writes workers' compensation insurance in the western U.S and which was a wholly owned subsidiary of a New York Stock Exchange publicly traded parent corporation, enabling the acquirer to expand its insurance product offerings into new geographic markets
- Assisted a private equity-owned provider of construction and related services for wireless communication networks in connection with separate platform bolt-on acquisitions having a total transaction value in excess of \$25 million increasing its service and product capabilities and the geographic areas it serves
- Advised a Pennsylvania importing distributor of malt and brewed beverages in connection with its \$15 million acquisition of wholesale distribution rights for various brands of craft beers and related assets enabling the buyer to further develop its craft brand product offerings
- Assisted a manufacturer of precision metal components in connection with its \$11 million acquisition of substantially all the assets (including real property) of a manufacturer of specialty metal and alloy products resulting in increased production efficiencies and growth of product offerings
- Represented the founder and controlling shareholder of a global leader in custom engineered process systems to separate, purify, refrigerate, liquefy and distribute high value industrial gases in connection with its \$55 million sale to a publicly traded global manufacturer of engineered equipment for the energy and industrial gas industries resulting in immediate synergies and increased capabilities and capacities for active commercial sales opportunities

Speaking Engagements

- "Wealth Transfer and Shareholder Agreements: Terms, Tricks and Traps," St. Joseph's University Initiative for Family Business and Entrepreneurship Open House, January 29, 2020
- "The Impact of COVID-19 on The Performance and Negotiation of Commercial Contracts," Association of Corporate Counsel, Greater Philadelphia Chapter, VIRTUAL Contracts & Commercial Law (CCL) CLE Institute, July 8, 2020

Professional Affiliations

- Society for Corporate Governance
- Milton Hershey School Alumni Association
- Berks County Bar Association
- Lancaster Bar Association - Corporate Counsel, Chair
- Pennsylvania Bar Association
- Pennsylvania Beer Alliance
- St. Joseph's University Initiative for Family Business and Entrepreneurship