

# Press Release

## Mergers & Acquisition Advisors Finds Success During This Troubled Economy

*Sunbelt Mergers & Acquisitions Group handling of the K&M Manufacturing sale to Great Northern Equipment Distributing, Inc. is an example of how well proprietary strategies work in today's business environment.*

**Minneapolis, MN, July 28, 2010-** There's no question the economy has been challenging for those involved with mergers and acquisitions (M&A). Many banks have exited the M&A industry, while some investors opt to sit on the sidelines. However the recent sale of K&M Manufacturing in Renville, Minnesota ([www.tractorseats.com](http://www.tractorseats.com)) to Great Northern Equipment Distributing, Inc. in Rogers, MN ([www.gnedi.com](http://www.gnedi.com)) demonstrates that with the right network and processes, it is possible to close a fair and equitable transaction.

Dan Mulvaney lead Sunbelt's M&A Group in representing K&M. "There is a strong demand for well-run companies despite the troubled economy," confirms Mulvaney.

Sunbelt's Mergers & Acquisitions Group ([www.SunbeltElite.com](http://www.SunbeltElite.com)) is a driving force in lower middle-market transactions. "K&M approached us in part because of our strong national presence of more than 250 offices worldwide including two offices and 25 advisors in the Twin Cities. Using our proprietary process, we were able to rapidly deploy a confidential national and international search for qualified strategic and financial buyers."

"We have the network, resources and tools to bring in qualified buyers," confirms Sunbelt's Vice President Chris Jones. "That enabled us to reach a deal between K&M and GNE that will produce continued success for both companies and families."

As one of the leading after-market tractor seat manufacturers and distributors nationwide, K&M Manufacturing, a family-run business since the 1950s, brings its high-quality, replacement tractor

seats and distribution of original equipment manufacturer replacement seats for agriculture, construction, turf care and the utility industry to GNE.

K&M family members recognized their company had a lot of potential growth, but needed the capital and expertise to take their business to the next level. They found this expertise in GNE, which is owned by Don Kotula and his sons Ryan and Wade.

GNE is the upper Midwest's leading distributor of Honda gas powered engines and outdoor power equipment. The company is a wholesale distributor of gasoline and diesel small engines, outdoor power equipment, parts and accessories covering Minnesota, North & South Dakota, Wisconsin and Iowa.

Sunbelt is known for its marketplace reach, knowledge and pragmatic approach. Explains Mulvaney: "Clients come to us because we are realistic, hard working and hands-on. For example, owners receive direct communications, good and bad, about the intricacies of the marketplace and how buyers view their businesses." This type of superior customer service is another reason why Sunbelt has grown to a network of more than 250 offices in 11 countries.

**To learn more about Sunbelt's services, visit [www.SunbeltElite.com](http://www.SunbeltElite.com) (for larger companies) and [www.SunbeltMidwest.com](http://www.SunbeltMidwest.com) (for smaller companies).**

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