

Busy Times

BANKING & FINANCE

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It was a happy new year for at least one local investment bank.

Greif & Co., headquartered in downtown Los Angeles, handled four acquisitions in late 2008 despite a significant slowdown in the mergers and acquisitions market.

The company negotiated the acquisition of hardware company E.B. Bradley Co. by Industrial Opportunity Partners, the sale of half of Patron Spirits Co. to rum maker Bacardi, the sale of green industry company Lighting Control & Design to New York Stock Exchange-listed Acuity Brands and the sale of a major equity interest in functional, all-natural petfood maker Dogswell to TSG Consumer Partners in San Francisco.

“Business has been phenomenal for us. We’re as busy as we’ve ever been,” said Lloyd Greif, president of his namesake company. “And we’re getting more deals coming through the door. Our competition may be singing the blues, but we’re just singing!”

In December, just 46 M&A deals were announced countywide, according to data supplied to the Business Journal. It appears Greif & Co. is garnering more than its fair share of transactions.