

## **THE GREIF OWL: A Bird of Many Feathers**

Darkness has descended upon the M&A market. Good thing “The Owl” is nocturnal. Los Angeles-based **Greif & Co.**, “*The Entrepreneur’s Investment Bank*®,” continues to provide a full range of investment banking services to meet the various needs of middle-market companies at every stage of their lifecycle in this challenging environment.

Most recently, Greif & Co. advised **Kid’s Line**, a leading designer, manufacturer and marketer of branded infant bedding products and accessories, in the private placement of a significant minority equity interest with **Century Park Capital Partners LP**. Additional expansion capital, in the form of senior and subordinated debt financing, was provided by **General Electric Capital** and **CapitalSource Finance**.

In what must have been the best closing party in investment banking history that nobody remembers, Greif arranged a \$20-million private placement for clients **St. Maarten Spirits Ltd.** and **Caribbean Distillers Corp. Ltd.**, marketers of the world’s top top-shelf tequila brand **Patrón**. **California Bank & Trust** provided the capital for the growth financing, which enabled St. Maarten to own and operate its own manufacturing facility in Mexico. St. Maarten is controlled by **Martin Crowley** and **John Paul Dejoria**. The latter is the Chief Executive of **John Paul Mitchell Systems**. So that’s what they mean when they say “the hair of the dog that bit you.” If you don’t know about **Patrón**, put down the beer . . . now.

Greif & Co. also represented privately held **Orange Plastics** of Compton, CA, in its successful bid to acquire **Joseph Edward Co.** of Crittenden, KY, out of bankruptcy. **LaSalle Business Credit** provided financing for the transaction. Both Orange and Edward manufacture plastic bags and film.

For more on these deals, contact **Lloyd Greif** at (213) 346-9255. For the industry’s coolest website, visit [www.greifco.com](http://www.greifco.com).