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Source: MidMarket Capital, Inc.

Brad Kirkpatrick to Lead Heavy Equipment and Lift Truck Dealership and Construction Practice at M&A Firm, MidMarket Capital, Inc.

Thursday May 18, 9:00 am ET

HINSDALE, Ill., May 18 /PRNewswire/ -- Brad Kirkpatrick has joined MidMarket Capital to head up their Equipment Dealership and Construction mergers and acquisitions practice. Prior to joining MMC, Brad served in a senior commercial lending capacity in the banking industry. Brad was also a partner and CFO in a construction firm focused on heavy public infrastructure projects. "We are excited to have someone with Brad's skills and strategic industry knowledge join our team," says Dave Kauppi, President of MidMarket Capital.

"We are targeting our services to a market that will be very active over the next several years -- the baby boomer equipment distributor reaching retirement age and looking for an exit strategy," Kirkpatrick offers. "We work closely with Garry Bartecki, BDO Seidman LLP and Trenwith Valuation for their equipment dealership expertise in the areas of accounting, taxation, operations, valuations, financing and cash flow," says Kirkpatrick.

"The unique nature of dealerships with floor plan loans, rent-to-sell transactions and dual-use property make equipment dealer valuations very specialized. We have been able to assist MidMarket Capital clients because we have the industry knowledge to determine the free cash flow available to support the financing of a transaction," observes Bartecki.

"Brad has had an immediate impact on our practice having recently assisted A. E. Finley in their sale to Stafford Tractor Company," says Kauppi. "Valuations are improving now because the buyers see the growth potential and are willing to invest in growing their acquired companies," states Kirkpatrick. "With the huge run up in commodities and natural resources, a new optimism has emerged and the prospects for growth look good and that is reflected in the best valuations for dealerships in years," according to Bartecki.

MidMarket Capital, Inc., MMC is an M&A Advisory firm specializing in providing corporate finance and business broker services to entrepreneurs and middle market corporate clients in the Equipment Distributor, Construction, and select niche markets. MidMarket Capital is a member of Associated Equipment Distributors, AED, International Business Brokers Assn, and Midwest Business Brokers. The firm counsels clients in the areas of mergers, acquisitions and divestitures, exit planning, family business issues, valuations, corporate growth and turnarounds. Dave began his Mergers and Acquisitions practice after a twenty-year career within the financial and information technology industries. Brad brings a broad background including commercial lending, financial analysis, consulting, heavy construction, and business ownership. Contact Dave Kauppi at (630) 325-0123, davekauppi@midmarkcap.com or Brad Kirkpatrick (563) 886-1930 bradk@midmarkcap.com . <http://www.midmarkcap.com>

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