



FOR IMMEDIATE RELEASE

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THE ANDERSON GROUP SELLS WETSEL, INC.

Bloomfield Hills, Michigan, August, 2011 – The Anderson Group, LLC, an operationally focused private equity firm, sold portfolio company Wetsel, Inc. to a strategic acquirer. Headquartered in Harrisonburg, Virginia, Wetsel is one of the nation’s leading distributors of lawn and garden supplies. Prior to Anderson’s ownership, Wetsel was an underperforming division of a large corporate parent, suffering from numerous operational and strategic inefficiencies that led to substantial operating losses. Following the investment in Wetsel, Anderson executed a successful turnaround strategy that resulted in growth and consistent profitability through eight years of ownership.

Barry Shapiro, an Anderson Group Partner, stated that, “Wetsel has been a great investment and one that exemplifies what Anderson does best. We were able to partner with an effective management team to take a troubled situation and turn it into a consistently profitable entity, positioning the company as a dominant player in its industry.”

About The Anderson Group

Founded in 1985, with offices in Bloomfield Hills, Michigan and Shanghai, China, The Anderson Group is an operationally-oriented private equity investment firm focused on acquiring and operating companies at the lower end of the middle market. Senior professionals at Anderson each have between twenty and thirty years of operational experience in various businesses and industries. Anderson specializes in three types of transactions: leveraged recapitalizations, turnaround opportunities and special situation investments. In leveraged recapitalizations, Anderson seeks to partner with current ownership of healthy businesses and leverage its operational experience to generate significant growth in profitability. In turnaround transactions, Anderson targets good businesses that are experiencing financial difficulties that can be addressed with a comprehensive restructuring plan. In special situation investments, Anderson looks for situations where smaller or neglected divisions of larger companies are seeking to break away from their corporate parents or businesses where current ownership is seeking liquidity but at the same time is desirous of maintaining a substantial equity stake in the business after the sale. In each instance, The Anderson Group seeks to invest in only those opportunities where we feel we can leverage our operational experience and partner with management to create value in a business.