

TABLE OF CONTENTS

[A Letter from Tom Walton, ACG InterGrowth 2009 Chairman](#)

[What Will Private Equity Look Like In 2018?](#)

[Edgeview Partners: Consumer Products Industry Insights](#)

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UPCOMING EVENTS

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Welcome!

Welcome to the January edition of ACG's monthly e-newsletter, Achieving Corporate Growth. As we write, several ACG leaders and members, including ACG President & CEO, Gary LaBranche, are in Hong Kong for ACG's first-ever participation in the Asian Financial Forum. ACG's involvement in the Asian Financial Forum is indicative of ACG's commitment to provide its members with the tools and networking opportunities to grow their businesses and themselves professionally both locally and globally.

In this same vein, we are pleased to announce this week the full schedule for ACG InterGrowth, May 12-14, 2009. Please [click here](#) to view the InterGrowth 2009 brochure, and don't miss InterGrowth Chairman Tom Walton's personal commentary on the value of attending InterGrowth in 2009, featured in the first section of this newsletter.

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ACG InterGrowth

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A Letter From Tom Walton, ACG InterGrowth 2009 Chairman

[InterGrowth 2009 Conference Brochure](#)

For 38 years, in good economic times and bad, ACG InterGrowth has been termed *The Must Attend Event in the Middle Market*. Join us from May 12-14, 2009, to establish new relationships, cultivate previous connections and keep up with marketplace trends which will be vital to our businesses and professional growth in 2009.

The ROI in attending ACG InterGrowth is of particular importance this year. The compelling metrics from 2008 show:

- 90% of attendees said they met valuable new business contacts at InterGrowth
- 75% directly attributed new deals to attending
- 2 out of 3 found InterGrowth 2008 to provide more value than other industry events they attended



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Couple this with the demographics of the event, over 2,000 middle market senior-level M&A professionals in one place for three days, and you can see why InterGrowth has been termed *The Must Attend Event in Middle Market M&A*.

Where Will Private Equity Be in 2018?

David Snow
Senior Editor
[Private Equity International](#)

David Snow, executive editor of PEI Media's Private Equity International magazine, forecasts two divergent paths through an historic downturn. A version of the article originally appeared in the October issue. www.peimedia.com

This month marks 10 years that I've spent covering private equity. Please indulge me while I celebrate the anniversary by offering two competing scenarios for what the next decade may hold for this industry.

It is an exercise in clairvoyance that I did not undertake in 1998 when, fresh from graduate school, I joined a trade publication focused on private equity. At the time I was more concerned with figuring out what "buyouts" were, what made them "leveraged", and why "GPs" weren't engaged in doing something more straightforward. Shortly before agreeing to the job, it occurred to me that I very possibly was about to consign myself to a dull, obscure corner of Wall Street that CNBC never even bothered mentioning.

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Consumer Products Industry Insights

December 2008 - January 2009

Tim Whitmire
VP Marketing and Communications
[Edgeview Partners](#)

Edgeview Partners' monthly Consumer Products Industry Insights newsletter features an overview of the deeply disappointing holiday sales numbers that are continuing to roll out from the nation's retailers. After a brief glimmer of hope during the "Black



Friday" weekend after Thanksgiving, retailers were hit hard in December 2008, with sales declining 1.7% for the month from year-ago levels. The decline came even in the face of aggressive discounting and markdowns that created an unprecedented air of desperation at upscale retailers like Neiman Marcus and Saks Fifth Avenue. A stark exhibit of just how bad things were at the nation's malls this holiday season comes from Abercrombie & Fitch, which held the line against discounting and was punished by sales declines of 28% and 24%, respectively, in November and December.

The Consumer Products newsletter is one of eight Edgeview publishes regularly for clients and other friends of the firm. To read the entire report, please click on the 'Read More' link below.

To see a list of the newsletters and subscribe, visit <http://www.edgeviewpartners.com/news/publications/subscription/>.

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