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Chart toppers: More buyers than sellers in area's big 2006 deals

By James Dornbrook – Staff Writer

An abundance of capital continued to fuel mergers and acquisitions in the Kansas City area in 2006. ...

Sprint Nextel Corp. was once again a driving force for the annual M&A numbers in Kansas City in 2006 as it continued buying affiliates that had noncompete clauses in their deals with the former Sprint Corp. This is what led Sprint Nextel to launch the \$1.3 billion purchase of UbiquiTel Inc. in April.

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Pat Trysla, managing partner of Frontier Partners, said 2006 showed that M&A is robust from top to bottom. He said it is not just the high-end areas that were healthy but the middle and small market areas as well.

“You have a lot of money sitting out there in equity funds,” Trysla said. “It’s an interesting time because now we’re seeing some of the larger funds moving into smaller markets to find investments, when before they wouldn’t touch anything less than \$25 million. There are just fewer attractive opportunities than there are available financiers out there looking for those opportunities.” ...