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Bank Notes

Tobin reboots advisory firm

Premium content from Charlotte Business Journal - by Adam O'Daniel

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After parting ways with her business partner, Charlotte investment banker **Justine Tobin** is reloading the advisory practice she formed a decade ago.

Tobin recently rebranded her locally based investment banking practice as Tobin & Co. Investment Banking Group and hired several junior staff members.

The practice was most recently known as Tobin Solitario. The changes come after Tobin's former business partner, **Paul Solitario**, left the practice last year to form his own shop.

Solitario's new practice, Cerium Capital, serves small-cap technology companies.

Tobin says the new name and recent hires at her firm are part of a "re-energized focus" to add business and rekindle relationships with clients. She says 2011 is likely to see ample mergers and acquisitions and capital investments.

Investment banks saw a sharp increase in business in the second half of 2010 as confidence in an economic recovery took root and business owners began plotting paths for the future after surviving the recession.

Tobin's group caters its advisory and capital-raising services to middle-market companies, executives and investors. The firm also operates a licensed broker-dealer subsidiary, Tobin & Co. Securities.

The firm has added three junior analysts and several interns to meet demands from the projected uptick in business. A fourth junior staff member, **Joshua Sheets**, will join the team next week. Sheets is a former basketball standout at UNC Wilmington.

NEWS & NOTES

Charlotte investment bank [Anderson LeNeave & Co.](#) recently advised Cincinnati-based [PrintSouth Corp.](#) in its sale to [Staples Advantage](#), the office-supply retailer's business-to-business division. Terms of the deal weren't disclosed. PrintSouth is a high-volume provider of transactional documents for Fortune 1000 companies.

Wells Fargo Advisors has placed three financial advisers on *Bank Investment Consultants* magazine's annual top 50 ranking of the most productive bank branch-based financial advisers. Those honored are **Kathleen Malone**, **Kin Vinson** and **Jason Mayer**.

The [Charlotte Economics Club](#) will host General Electric Co.'s **David Rusate** for a luncheon discussion Wednesday at the Charlotte City Club. Rusate is managing director for GE's foreign exchange and commodities group. The economist is consistently ranked as one of the 100 most-influential people by *Treasury & Risk* magazine. Details at www.charlotteeconclub.com.

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