

Overview

Turnspire Capital Partners targets control acquisitions in high-quality businesses in the lower middle market. We focus on special situation investment opportunities in manufacturing and industrial businesses based in the United States or Canada.

Turnspire seeks to invest in companies facing operational, financial or other transitional challenges (including turnarounds), as well as in healthy businesses which stand to benefit from our hands-on, operationally focused approach. Our investment philosophy is predicated on creating value through operational improvements rather than through financial leverage. We work with like-minded operating executives to drive sustainable improvements in controllable costs, margins and cash flow. Turnspire strives to make each of our companies best-in-class in their respective industry niche. We then grow the businesses through organic initiatives or strategic acquisitions.

Turnspire is actively pursuing new platform acquisition opportunities as well as potential add-on acquisitions for its portfolio companies. Turnspire invests its own capital alongside a select group of equity co-investors consisting of institutional investors, high net worth individuals and family offices.

Why Turnspire

- Embrace complexity
- Thrive in unusual/difficult transactions
- Welcome neglected businesses

Unique
Perspective

Operational
Focus

- Deep roster of experienced executives
- Strategy centered on driving lasting improvements in business operations

- Real-time candid feedback on all opportunities
- Streamlined underwriting process with decision-makers involved throughout

Transparency

Speed /
Certainty

- Pursue limited opportunities but dedicate significant resources to each one
- Demonstrated ability to complete “storied” transactions

Investment Criteria

Industry Focus

Companies in the broader manufacturing and industrial space, including:

- *Aerospace and Defense*
- *Automotive*
- *Capital Equipment*
- *Chemicals, Plastics & Synthetic Materials*
- *Consumer Products*
- *Construction and Building Materials*
- *Engineered Products*
- *Food and Beverage*
- *Industrial Components*
- *Logistics (asset heavy)*
- *Metals and Metal Fabrication*
- *Paper and Packaging*

Company Size

- Revenue: \$25 – 300 million
- EBITDA: positive or negative
- Enterprise Value: up to \$125 million

Situation

- Special situations; complex, multi-constituent transactions
- Corporate carve-outs / non-core assets
- Underperformers and operational turnarounds
- Bankruptcies and other financial / operational distress; debt for control
- Out of favor or misunderstood industries
- Family transitions and / or owner-operator sales

Investments



(Current)

UPG Company LLC (“UPG”), founded in 1954, is an Original Design Manufacturer and contract manufacturer of complex assemblies with roots as a manufacturer of precision injection molded plastics. UPG’s customers are in the datacenter, automotive, energy, healthcare and general industrial markets. UPG products are sold globally to blue chip customers and the company has developed a strong market position based on technical expertise combined with unparalleled quality, delivery and service levels. UPG operates three manufacturing facilities – Houston Texas; Cardiff, Wales; and Suzhou China – offering a complete range of capabilities including product design, engineering, rapid prototyping, and plastic injection molding, along with a suite of other technology platforms, value added assembly and global supply chain management.



BANKER STEEL



(Exited)

Banker Steel Co. LLC is a leading full-service fabricator of structural steel components used in commercial and infrastructure projects. Founded in 1997 by Don and Carol Banker, the company’s reputation as one of the premier steel fabricators and erectors in the country is based on providing value-added services throughout the construction process, beginning with design assistance and extending through Banker Steel’s strong network of sub-contractors and erectors used to assemble projects on site. The company operates four fabrication facilities in Virginia, Florida and New Jersey.

Select Team Members

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