



LFMcapital

Driving Business Value through Operational Excellence

About LFM Capital

Founded in 2014 and headquartered in Nashville, TN, LFM Capital is a private equity firm that invests in private lower middle-market North American manufacturing and industrial services companies with outstanding growth prospects.

LFM was founded by a team of experienced and successful Fortune 50 global operating executives and private equity professionals who bring decades of management leadership, operating best practices and a successful track record in lower middle-market investing.

LFM currently manages LFM Capital Partners, L.P., a \$110 million private equity fund that targets lead or control investments in market-leading niche manufacturing and industrial service companies with enterprise values in the range of \$15 to \$75 million.

The LFM Difference

LFM offers an attractive value proposition to its business partners that is typically inaccessible to the small cap industrials market:

- A true partnership with sellers and management teams;
- An operationally-focused value creation investing approach acquired through real-world experience leading companies from small cap businesses to Fortune 50 global corporations;
- Exceptional alumni and professional networks that provide access to top-tier management recruiting;
- Established investment processes and disciplines and a successful track record in lower middle-market investing; and,
- A distinguished pool of institutional investing partners.

Investment Strategy

LFM believes that considerable opportunity exists to build successful global manufacturing and industrial services businesses through a combination of operational excellence, world-class executive management leadership, and targeted growth and expansion strategies.

LFM Capital Partners, L.P. targets promising businesses with \$3 to \$10 million of EBITDA that have developed sustainable competitive advantages but possess untapped opportunities to accelerate growth and value through improved operating disciplines, strong executive leadership, organic growth, and add-on acquisitions.

LFM Capital Partners, L.P.

FINANCIAL PROFILE

Fund Size:	\$110 million
Type:	Lead or control investments
Transaction:	Management Buyout, Corporate Carve-out, Strategic Add-ons
Company Size:	\$3 to \$10 million EBITDA
Sector:	North American manufacturing and industrial services

OPERATING CRITERIA

- Defensible niche supported by engineering expertise, cost position or proprietary technology
- Strong management team with significant equity ownership post-closing
- Steady free cash flow
- Sustainable competitive advantage
- Opportunity to create value through operational improvements
- Identifiable growth prospects via organic growth or acquisition

Portfolio Companies

ECKHART

Eckhart is a designer and manufacturer of specialized ergonomic assembly line tools and equipment, including a range of custom-engineered lift assists and torque reaction devices. Eckhart is based in Lansing, MI with additional operations in Algonac, MI and Marine City, MI.



EDSCO is a manufacturer of foundation anchoring systems for critical infrastructure installations in industries. EDSCO is headquartered in Denton, TX, with additional facilities in Harrisburg, NC and Spanish Fork, UT.



Vektek engineers and manufactures hydraulic clamps and related products designed to secure parts during the metal cutting process. Vektek is headquartered in St. Joseph, MO with manufacturing operations in Emporia, KS.



Heartland is a designer and manufacturer of pallet racking systems, engineered platforms, and safety products used in warehouses and distribution facilities. It is headquartered in Chicago, IL with additional manufacturing operations in Michigan, Ohio, and California.

Senior Investment Team

Steve Cook
Executive Managing Director, Co-Founder

Steve brings decades of private equity, executive management, and operating experience, having served as a Principal with TW Capital and in a range of senior roles in manufacturing, supply chain, engineering and sales at Dell. He previously flew jets for the U.S. Navy and is a graduate of the U.S. Naval Academy and MIT, where he earned an MS in Electrical Engineering and an MBA. At LFM, Steve evaluates investments and works with management teams to drive operational value.



Rick Reisner
Managing Director, Co-Founder

Rick has over 25 years of private equity and investment banking experience, with significant expertise as a lower middle market investor and advisor. He spent over 10 years leading transactions at Nashville-based TW Capital and held positions at McDonald Investments, J.C. Bradford, and Stephens. Rick graduated from the University of Virginia and has an MBA from the University of Texas. At LFM, Rick is responsible for investment evaluation and execution, managing portfolio company investments, and add-on acquisitions.



Dan Shockley
Managing Director, Co-Founder

Dan has served in senior roles in manufacturing, operations, sales and marketing, engineering and supply chain at industrial companies including Caterpillar and Ditch Witch. At Caterpillar, Dan served internationally as a Plant Manager in China and General Manager of a division in the U.K. Dan has a degree in Metallurgical Engineering from the University of Missouri-Rolla and a Masters in Mechanical Engineering and an MBA from MIT. At LFM, Dan is responsible for investment evaluation and driving portfolio company value creation.



Chris Lin
Vice President

Chris brings a decade of experience in transactional analysis, due diligence, and operational value creation. While at Bain, serving as a Case Team Leader in the Private Equity Practice, he advised senior executives at Fortune 500 and middle market companies in strategy and operations. Chris graduated from Stanford University and MIT, where he earned an MS in Electrical Engineering and an MBA. At LFM, Chris evaluates and executes transactions and supports portfolio company value creation.



Jessica Ginsberg
Vice President, Business Development

Jessica has investing experience in the public and private markets, having served in roles that encompass company evaluation, transaction diligence, and credit analysis at companies including Bank of America, Essex Investment Management, and Pamlico Capital. She graduated from Georgetown University magna cum laude with majors in Finance and Accounting. At LFM, Jessica is responsible for leading the firm's business development efforts, including sourcing and outreach to intermediaries and business owners.



Noah Krimm
Associate

Noah brings analytical rigor and significant transaction experience to LFM. In his prior role as an Investment Banking Analyst at Barclays, Noah focused on M&A deals in the industrial space, including several Financial Sponsor transactions. Noah graduated with Honors from Princeton University. At LFM, Noah is primarily focused on deal evaluation and execution, including extensive valuation analysis.

