



TGM PARTNERS



Specialising in the acquisition,  
transition and growth of  
owner-managed businesses.

## Introduction

# TGM is a private investment group specialising in the acquisition, transition and growth of owner-managed businesses.

TGM is particularly focused on family-owned and owner-run businesses where the owners are seeking to reduce their current operational roles and/or to exit smoothly with value and confidence.

TGM comprises a network of seasoned professionals with experience spanning various sectors, such as engineering, manufacturing, facilities management, materials handling, electronics, water-related services and packaging.

Members of the TGM network possess expertise across a wide range of functional fields, which includes operations, finance, accounting, law, corporate governance, sales & marketing, and change management.

While the TGM network comprises a number of individuals, only two to four members of the network typically work on any particular acquisition opportunity based upon the nature and location of the business.



*Chad M. Spaeth*

### **Chad M. Spaeth**

SME Acquisitions & Operations

Chad has worked with and run SMEs for more than 25 years. He has led businesses in North America, the UK, and Europe, with extensive experience across all business functions including sales, marketing, finance, accounting, human resources, business forecasting and planning.

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<https://www.linkedin.com/in/chad-m-spaeth>

## Our Approach

# Professionalism, flexibility and maturity you can trust.

We recognise that the sale of a family owned or closely-held business is a major milestone that can trigger a range of complicated and bespoke issues. TGM treats each potential acquisition with the professionalism, flexibility and maturity that it deserves.

## We distinguish ourselves from trade buyers and private equity firms in our approach:

- No asset-stripping
- Preservation of the sellers' professional legacy
- Organic and steady growth of the business
- Development, not down-sizing of existing staff
- Reliability & transparency during the acquisitions process
- Flexibility regarding the seller's traditional role

## Acquisition Criteria



### Size

Turnover > £2M  
EBIT > £250K



### Sector

We consider businesses in any stable sector.



### Location

Principle business anywhere in the UK. International operations are acceptable.



### Business Fundamentals

- Track record of stable revenue
- Established market position
- Strong NAV
- Potential for growth



### Existing Management

Strong in situ management capable of assuming seller's responsibilities following a reasonable transition period.



### Traditional Role of Seller

We are flexible in meeting seller preferences including:

- Limited consultative role facilitating transition
- Significant operational role that eliminates administrative responsibility and focuses on growth opportunities

## Our Approach

# Pre-Acquisition.

Because the TGM team possesses substantial financial, operational, legal, and accounting expertise, we are able to conduct all due diligence and prepare all legal documentation ourselves, rather than outsourcing to accountants, law firms or other advisers. As a result, we can complete transactions in an extremely expedited, efficient and cost-effective manner.

## Stage 1

### Initial Review

- Review of business materials
- Assessment of financial accounts
- Indication of interest

## Stage 2

### Diligence and Discussions

- Initial meeting with sellers
- Heads of Terms
- Additional detailed diligence
- Further discussions/meetings with sellers to discuss business, timelines, and transition

## Stage 3

### Document and Complete

- Review of business materials
- Share Purchase Agreement (and other definitive documents)
- Completion

# Post-Acquisition.

## Stability in Transition

When a company has been run by the same small team for many years, the transition to new management is a critical, and sometimes complicated, phase in the sustained development of the business.

We work closely with the sellers and management to ensure the continued stability of the company, to minimise disruption to the day-to-day operations of the business and to reassure staff members that the principles underpinning the business pre-acquisition will continue to constitute the guideposts going forward.

## Growth

TGM Partners believes that the period immediately post-acquisition represents a rare chance to reflect on future opportunities. We engage staff within all key functions of the business whilst developing a six-month business plan to pursue and capitalise on such opportunities, focusing on:

- “macro” factors affecting the sector generally, such as market trends, the competitive landscape, changes in technology and regulatory developments.
- “micro” factors relating specifically to the company, such as marketing, sales, operational processes, product development, pricing policies and development of staff skills.

## Our Portfolio

# Our Portfolio Companies.

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*"In the period we went through the process of selling our business, we spoke to many interested potential buyers. We finally found ourselves in the enviable position of having five offers all at around the same time. One of which was from TGM Partners. We chose TGM Partners because we were impressed with a numbers of factors. 1.) The people we were negotiating with were straight forward, honest and approachable. 2.) We could see that they recognised the huge potential our business had for development and growth. 3.) They showed flexibility in our needs and timescales. They also have a huge advantage over others in processing the acquisition in that they have the legal expertise within their organisation which alleviated the need for third party lawyers on their side, thereby accelerating the whole process greatly. Since completion and during the phased handover we have been entirely satisfied and very impressed with the level of communication and appropriate involvement between us as previous owners/directors and the new directors."*

**Mr. Karl Busch**

Ex-Managing Director/Owner

## Our Portfolio



### **Ardor Engineering Limited**

Location: Huddersfield, UK

Year of Acquisition: 2017

Ardor Engineering are a leader in the supply of close toleranced machined components to the Nuclear, Oil & Gas, Petro-Chemical, Industrial Pumps, Valves & Controls, Power Generation and Defence industries. Ardor specialise in high quality, precision machined components, with particular expertise in Bi-Metallic, super alloys and other exotic materials.

[www.ardoreng.co.uk](http://www.ardoreng.co.uk)



### **Becker (Sliding Partitions) Limited**

Location: Watford, UK

Year of Acquisition: 2017

Established in 1986, Becker offers one of the widest ranges of sliding folding partitions and movable walls in the UK. Its commitment to delivering a first-class product with first-class service has placed Becker at the forefront of its industry. Becker is supplied by factories in the UK, Germany The Netherlands, Sweden and Finland.

[www.becker.uk.com](http://www.becker.uk.com)



Visual Packaging  
(Plastics) Ltd

A TGM Company



### **Visual Packaging Limited**

Location: Nottingham, UK

Year of Acquisition: 2017

Visual Packaging is dedicated to providing packaging that simultaneously presents products perfectly and protects them from the rigours of the supply-chain, whilst also adding value. Visual Packaging thrives on a culture of putting themselves into the mindset of their customer to match their requirements and are specialists in innovative thermoformed retail solutions for the FMCG, Medical, Automotive, Electronics and Dairy sectors.

[www.visualpackaging.co.uk](http://www.visualpackaging.co.uk)



### **Taplanes Limited**

Location: Harrogate, UK

Year of Acquisition: 2018

Taplanes® is the longest established supplier in the UK of tailored and bespoke pre-fabricated shower cubicles and bathroom pods. With a dedication to engineering excellence Taplanes® ensures long-term value by pursuing only the best materials and manufacturing processes for our shower cubicles, mini pods and ensuite bathroom pods.

[www.taplanes.co.uk](http://www.taplanes.co.uk)

## Our Portfolio

### APB Engineering



#### APB Engineering

Location: Berkshire, UK  
Year of Acquisition: 2019

APB CNC specialises in CNC Turning, Milling and Assembly. APB can demonstrate a quick response time, prototyping and cost effective manufacturer of bespoke parts in high volume. The company has an extensive and loyal customer base in diverse markets.

[www.ardoreng.co.uk](http://www.ardoreng.co.uk)



#### PT Engineers

Location: Rugby, UK  
Year of Acquisition: 2019

PT Engineers is an independent precision engineering and CNC machining facility supplying many leading national and international blue chip OEMs and service industries. Turbine parts, casings, valve components, shafts and rotors are a focus.

[www.pt-engineers.co.uk](http://www.pt-engineers.co.uk)



#### RCF Bolt & Nut (Tipton)

Location: Tipton, UK  
Year of Acquisition: 2020

Established in 1976, RCF is a leading UK specialist in the manufacture and distribution of standard-sized and bespoke industrial fasteners in a wide range of grades of materials and varieties. With expertise in forging, tooling and machining, RCF sells its products into a broad scope of sectors, including energy production, petrochemical, water industry, agriculture, rail industry and construction.

[www.rcfnutbolt.co.uk](http://www.rcfnutbolt.co.uk)



#### GSS Fasteners

Location: Tipton, UK  
Year of Acquisition: 2020

Formed in 1991, G.S.S. Fasteners is one of the U.K.'s leading stockists and distributors of galvanised industrial fasteners. Delivering throughout the UK and Europe, G.S.S carries an extensive standard stock available for next day delivery. G.S.S is also able to offer bespoke, high-quality fasteners through the forging, tooling and matching expertise of its affiliated company, RCF Nut & Bolt.

[www.gssfasteners.co.uk](http://www.gssfasteners.co.uk)

## Our Portfolio

### AMTECH Developments



#### **Amtech Developments**

Location: Cheshire, UK  
Year of Acquisition: 2020

Amtech is a well-established provider of machinery and packaging solutions to the food and dairy industry across the UK, Europe and the Middle East. Solutions provided include pre-formed cup-filling machinery, inline jar and tub-filling machines, cutting machines and conveyor systems.

[www.amtechdev.com](http://www.amtechdev.com)



#### **Fowler + Holden**

Location: Grimsby, UK  
Year of Acquisition: 2021

Howler Folding is a foundry based in Grimsby that produces Bridge Deck Drainage and also has pattern making, engineering and machining capabilities. H+F foundry products are produced from all grades of ferrous and non-ferrous metals, conforming to EN and ASTM Standards.

[www.fowlerandholden.co.uk](http://www.fowlerandholden.co.uk)



#### **Automatic Engineers**

Location: Hinckley, UK  
Year of Acquisition: 2021

Automatic Engineers is a Midlands based Precision Engineers firm supplying blue chip customers in the Automotive, Aerospace, and Autosport sectors. AEHL has a complete lineup of modern CNC Mills and Lathes in addition to a broad range of Surface Grinding capabilities.

[www.automaticengineers.co.uk](http://www.automaticengineers.co.uk)

## Future Acquisition





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