

LOCKE BRIDGE CAPITAL PARTNERS

Securing Premium Value for the Middle Market

METAL PROCESSING, RECYCLING & FABRICATION

Although subject matter expertise in not a requirement for bankers operating in many verticals, LockeBridge believes that the metal industry represents an exception. A thorough understanding of industry specific issues such as inventory valuation, trading and hedging strategies and processing technologies is critical in evaluating and representing businesses operating in the metal markets.

ADVISORY EXPERIENCE

LockeBridge has substantial experience advising companies across various metal sub-sectors including recycling, processing, fabrication, plating, capital equipment and metal trading. We have published numerous metal industry related articles and have advised, sold and negotiated offer terms with many of the most well-respected companies in the metal industry.

In addition to our experience in most manufacturing process steps (e.g. Plating, Welding, Machining, Forming, Cutting, Shearing, Rolling, Punching, Stamping) we also have significant experience in most major metal end markets such as Building & Construction, Automotive, Electrical & Electronics, Industrial Machinery and Energy & Power.

SAMPLE METAL INDUSTRY TRANSACTIONS



Kataman Metals

IRVCAM



HOLDINGS



International Global Metals



SELECT PUBLISHED METAL ARTICLES

Metal Industry Owners Face a Difficult Decision - Should I Sell or Should I Grow

LockeBridge Capital Partners, [Recycling Today](#)

Synopsys

This article explains how industry specific variables, relevant to the metal industry, such as metal commodity prices, overseas shipments, etc., lead one to believe that valuations may have peaked and industry risk is high. The article provides pointers on how to mitigate such risk and ways to optimize valuation.

Metal Industry Valuations - How Have Unprecedented Metal Prices Affected the Value of Your Company

LockeBridge Capital Partners, [Recycling Today](#)

Synopsys

This article emphasizes that there is a high level of uncertainty in both the macro-economy and within the metal industry. It urges Business Owners that are not prepared to own their company in a potentially highly volatile business environment to seriously consider preparing for an exit.

METAL INDUSTRY ADVISORY COMMITTEE

OPERATING MEMBERS

Scott Waxler – LockeBridge Managing Partner. Scott has advised dozens of companies operating in the metal fabrication, plating, trading and recycling businesses. He has authored numerous metal related articles and has significant experience in hedging, assessing and forecasting trends in global metal prices.

Scott Hansen – LockeBridge Managing Director. As the former CFO of LPL Financial and Director at Lehman Brothers, Scott has substantial expertise in commodity trading. He has advised several metal traders and processors. As a designated LEED AP (Leadership in Energy and Environmental Design Accredited Professional) and a licensed MA construction supervisor Scott also has deep understanding of the Building & Construction industry, a major metal industry end market.

Bob Seltzer – LockeBridge Managing Director. As a former Vice President of Investments at Prudential Securities and member of the Chairman’s Counsel, Bob’s securities experience with various equity instruments, including foreign exchange and commodity hedging, is extremely valuable to LockeBridge clients operating in various metal related markets. Bob has utilized the foregoing skill set to successfully raise capital and negotiate favorable credit facilities for companies operating in the metal industry.

EXTERNAL ADVISORS

Michael Locker - Founder and President of consultancy, Locker Associates, Inc., is a subject matter expert in the iron and steel production and fabrication industries. For the last thirty years he has published a monthly newsletter, *Steel Industry Update* and has authored and directed dozens of steel and steel-related industry market studies. He has conducted over 150 joint labor-management seminars at steel plants throughout North America and served as an expert in cases involving Inland, Bethlehem, National, LTV, Wheeling-Pitt and Republic Engineered Steel. Mr. Locker is frequently quoted in the trade press, as well as the Wall Street Journal and New York Times, and has presented to the Steel Success Strategies conference.

NATIONAL & INTERNATIONAL ACCOLADES

