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Title: Luncheon Meeting - March 20, 2007
Category: Luncheon Meeting
Location: The Standard Club, 320 S. Plymouth Ct.
Start Date: March 20, 2007
End Date: March 20, 2007
City: Chicago
Description: Time: 11:30am – 1:15 pm

Operational Opportunities within Private Equity: Entry to Exit

[Learn about the role of the Operating Partner](#)

Moderator

Kenneth M. Tallering, Senior Managing Director & Founding Principal, Industrial Opportunity Partners

Panelists

Robert Fines, Partner, Kirtland Capital

William J. Kennedy, Executive Operating Partner, Mason Wells

Mr. Tallering is Senior Managing Director and a Founding Principal of Industrial Opportunity Partners (IOP). Prior to founding IOP in 2005, Mr. Tallering was a Managing Director at TMB Industries, a successful Chicago-based private equity firm specializing in investing in middle-market manufacturing companies. As a Managing Director, Mr. Tallering held a leadership role in the origination, execution and primary oversight at TMB for the private equity investments made from 2000 to 2004. Mr. Tallering's responsibilities included deal sourcing, due diligence review, investment thesis/operating plan development, management evaluation and recruitment, transaction negotiation and execution, financing structuring and placement, primary portfolio company oversight, and investment realization. Mr. Tallering served as a Director at numerous TMB companies, including Phillips & Temro, Fuel Systems, NutraMax, and Weber Manufacturing.

Having joined TMB in late 1995, Mr. Tallering was a Vice President from 1995 to 1999 with responsibility for transaction execution, particularly with respect to legal documentation and financing, and providing assistance on all other aspects of TMB's investments. From 1995 to 2004, Mr. Tallering also served as Vice President and General Counsel of Transportation Technologies Industries (formerly Johnstown America Industries). Prior to joining TMB Industries, Mr. Tallering was an associate at the law firm Skadden, Arps, Slate, Meagher & Flom in New York from 1987 through 1995 specializing in mergers and acquisitions and corporate finance transactions. Mr. Tallering graduated with a J.D. degree from Fordham University School of Law in 1987 and was a member of its Law Review. He is 1984 graduate with honors as an economics/computer science major from Union College in Schenectady, New York.

Mr. Tallering is currently Chairman of Algoma Holding Company, a manufacturer of wood doors serving the commercial construction market and an IOP portfolio company. Mr. Tallering is also a Director of Center Manufacturing, a manufacturer of complex welded tubular assemblies for the motorcycle, ATV, automotive, and commercial vehicle markets and an IOP portfolio company.

Mr. Fines, after 25 years as an operating executive, became a partner in Kirtland Capital in 2005. At Kirtland Mr. Fines is involved in deal sourcing as well as the support of Kirtland's portfolio of companies through out the ownership period.

Prior to Kirtland, Mr. Fines held the position of Vice President and General Manager of Avery Dennison's \$1.1-billion North American materials business. The majority of his career, 18 years, was spent with General Electric's Plastics and Chemicals businesses. Six of those years were spent in leadership roles in GE's Ventures Division, and another three

years as President of GE Plastics in Brazil, where he led the buyout of his partner and the transition to GE. Mr. Fines later served as President of GE's Specialty Chemicals business expanding international operations in India, Korea and Japan. Mr. Fines is a member of the board of directors of MicroGroup, Inc. and Truck Bodies & Equipment International, Inc.

Mr. Fines earned a bachelor's degree in Economics and Business Administration from Ripon College. He has served on local non-profit community boards including United Way of Lake County, Ohio, and United Way of West Virginia.

Mr. Kennedy is an Executive Operating Partner of Mason Wells, a private equity buyout firm in Milwaukee, WI with about \$500 million under management. Mr. Kennedy has 35 years plus of hands-on experience in public and private companies that design, manufacture and market engineered or proprietary industrial products. His extensive experience includes general management, international operations, new product development, lean manufacturing implementations, turnarounds, acquisitions/divestitures, profitable growth and various financial transactions including private equity and venture capital financing.

Mr. Kennedy is currently the President and Chief Executive Officer of Premix, Inc., a Mason Wells portfolio company and a leading manufacturer of engineered thermoset composite materials and molded components for the automotive, construction, electrical and HVAC markets. Mr. Kennedy and the management team have turned the company from a substantial loss in 2001 to an EBITDA of 17% through product/customer simplification, implementation of lean manufacturing plus profitable strategic growth.

Prior to Premix, Mr. Kennedy was Chairman and CEO of Analytical Technology, Inc. (ATI), a private equity portfolio company of Warburg Pincus. ATI was built through internal growth and the acquisition of several small to mid-sized companies in the U.S., UK and France. He led the transformation of these acquired businesses into a cohesive, integrated operating company that achieved revenues of \$125 million and an above industry average operating profit. ATI was sold to Thermo Instrument Systems, an ASE firm for a significant return on investment.

Prior to joining ATI, Mr. Kennedy served as CEO of Mattson Instruments, Inc., an infrared spectroscopy manufacturer and a portfolio company of Welsh, Carson, Anderson and Stowe, where he led several major improvement and profitable growth programs. Previously, Mr. Kennedy was President and CEO of Alnor Instrument Company, a manufacturer of flow and temperature instruments, where he led a successful turnaround and profitable growth program.

Prior to 1980, he held senior management positions with Illinois Tool Works (ITW).

Mr. Kennedy is a member of the board of directors of four private equity companies. He earned a BS in Mechanical Engineering with honors from the University of Oklahoma and a MBA degree from the Harvard Business Graduate School of Business Administration. He is a past member of the Executive Committee and Board of Advisors, College of Engineering, University of Oklahoma. He has been named a "Distinguished Graduate" of the College of Engineering, University of Oklahoma and is a member of the Board of Directors, The Association for Manufacturing Excellence.

Registration Fees

\$40.00 ACG Members Registered by March 16
\$50.00 ACG Members Registered after March 16
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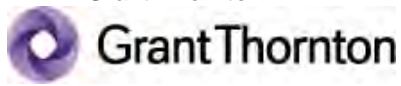
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