



**Bill Speirs**

*SSiP Group*  
*Speirs Investing with Parkin*



**Kevin Parkin**

**Overview**

The group has been established to invest in manufacturing companies in the North of England and to develop a group of businesses which are capable of having their profitability, cash and net assets enhanced by adopting a carefully implemented strategic direction.

Both of the Partners are highly qualified, well experienced and respected individuals having worked at board levels in a variety of manufacturing companies for the last thirty years.

**The Team**

**Bill Speirs (Chairman Protturn)**

Bill is both an Engineer and Accountant with hands on experience of company turnarounds. During the last 30 years as chairman, chief executive or consultant he has been responsible for acquisitions, disposals, a flotation, refinancing and reorganisation for a wide range of privately-owned and listed companies

**Kevin Parkin (Chairman Parkin Ltd)**

Kevin is also an Engineer and an Accountant and is a highly experienced Interim Managing Director. Operating for over 25 years at Board level in small to medium sized companies based in the UK and Europe he possesses proven "hands on" turnaround, rescue and refinancing skills. He has achieved considerable success in transforming manufacturing and process industries

**Specific business investment profiles**

The investment must be in the manufacturing sector which supplies other businesses located within a 90 minute drive of South Yorkshire. The potential acquisition will have a turnover in excess of £5m.

**Opportunity**

The opportunity is to turnaround, develop and grow a company by carefully planned process re-engineering and focussing upon key measurable objectives which will lead to stabilisation and long term profitable growth.

**Debt / Equity Support**

Equity support has been already secured for appropriate transactions and Debt providers have expressed an appetite for providing funding for suitable deals.

**Potential Targets / Typical Companies**

- Retirement of an owner
- Non-core subsidiary
- Underperforming subsidiary
- Loss making company
- Ill health / death of stakeholder
- Management team want "out"
- Dispute between shareholders
- Debt providers not supportive
- Need for succession planning

**Experience**

Both the Partners have Engineering and Accounting qualifications and have been accepted as members of the prestigious Institute for Turnaround ([www.instituteforturnaround.com/](http://www.instituteforturnaround.com/)). The organisation demands the highest levels of knowledge and experience for membership and accreditation. In addition, the Partners have been involved in many successful turnarounds, MBO's, MBI's, disposals, acquisitions for both private and public companies.

**Reputation**

The Partners' reputation for quality, integrity and innovation resulting from many years of establishing enviable relationships with clients which has been based upon trust and mutual respect.

**Approach**

A collaborative, hands-on and determined approach enables the team to provide valuable strategic insights and direction to find the best solutions to even the most complex business challenges.

**Skills and Delivery**

Extensive relevant experience and skill sets allow the Partners to quickly analyse a company's opportunities so that a strategic plan can be rapidly formulated, agreed and implemented.

**Coaching and Management Development**

In addition to the ability to transform businesses, the Partners have the ability to hand pick successful management teams who can implement, fine tune and achieve the objectives of the strategy.

**Adding Value**

The Partners' ability to instantly add value to manufacturing companies whilst rigorously forecasting, monitoring and controlling working capital has earned them considerable respect from both debt and equity providers.

**Networks**

Over the years, extensive networks of organisations and individuals have been established. These contacts include Senior Partners in most of the UK's local and national firms of Accountants and Lawyers. In addition, the Partners are well known to the Private Equity market.

**Advisors**

The principal advisor will be Stephen Ingram a partner in BHP Corporate Finance ([www.bhpcorporatefinance.co.uk/](http://www.bhpcorporatefinance.co.uk/)). Stephen will advise, offer due diligence and corporate finance services for transactions.

**Awards, Offices and Accreditations**

**Bill Speirs** held the prestigious office of Master Cutler with the Company of Cutlers' in Hallamshire ([www.cutlers-hallamshire.org.uk/](http://www.cutlers-hallamshire.org.uk/)). He is also a Professor at Sheffield University on the Executive MBA program.

**Kevin Parkin** has received several prestigious business awards over the last three years including:- **Sheffield Business Awards**:- Business Person of the Year, Sheffield Champion, Outstanding Business of the Year together with the **EEF National Skills' Award** and **The Manufacturer of the Year Award for Operations**.



*Investing with Experience*

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