

Nick McLean

President at Southwest Steel Fabrication

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Summary

Nick is an accomplished leadership professional with significant business experiences and skills in multiple industries including investment banking, manufacturing, distribution and management consulting having spent the most time in operating roles within manufacturing firms as well as advisory roles within the M&A industry.

Specialties: Business Operations, Operations Management, Financial Analysis, Mergers, Acquisitions, Divestitures, General Management, Venture Capital, Private Equity, Business Strategy, Due Diligence, Strategic Alliances, Joint Ventures, Business Integration, Re-Organizations, Lean Manufacturing.

Experience

President at Southwest Steel Fabrication, LLC

November 2016 - Present

Southwest Steel Fabrication has been a leading manufacturer of miscellaneous steel products since 1910. The company fabricates a variety of steel products such as stairways, handrails, walkways, chutes, gates, tank supports, and other non-structural components for bridges (e.g., expansion joints and beam connection hinges), lock and dam systems (e.g., bulkheads and bulkhead recesses) for a myriad of installations such as major infrastructure projects, nuclear plants, other power production facilities, materials handling systems and other institutional uses both private and public sector.

Founder & Member

December 2014 - Present

As founder and member, Nick participates in all aspects of Four Pillars' business. Currently, most of his activities revolve around deal origination and deal execution.

To learn more, please visit the Four Pillars website (<http://www.fourpillarsinvestors.com>) or the Four Pillars page on LinkedIn.

Investment Team

March 2016 - December 2016 (9 months)

Corporate Development Manager, Sales Manager at Compass Minerals

January 2014 - August 2015 (1 year 7 months)

Corporate Development & Treasury

July 2013 - January 2014 (6 months)

- Responsible for preparing slides used in Board of Directors meetings.
- Significant financial modeling. Models of various levels of sophistication, up to and including interlinked income statement, balance sheet, and statement of cash flows.
- Developed business case used to support pursuit of a foreign joint venture.
- Responsible for developing and administering financial reporting metrics. These metrics are being used to change discussion from a focus on net income margin to Return on Assets or Return on Investment.
- Supported development of new capital allocation strategy. Recommendation drastically altered recommended investments in different business units.

Board Member

January 2013 - June 2013 (5 months)

Business Development & Operations Manager at AO Precision Manufacturing

June 2011 - June 2013 (2 years)

AO Precision is a manufacturer of CNC-machined components for the small arms industry. AO is AS9100 certified and offers a full range of manufacturing services to its customers.

Nick served as Manager of Business Development and Operations at AO. In this role, Nick initiated and/or led a number of significant projects which include:

- Oversaw project to bring new processing capability in-house saving company over \$250k annually in operating expenses. Cost center is now a profit center.
- Deployed system to track production efficiency. Monitored results, suggested and implemented improvements.
- Analyzed a production cell and implemented improvements, principally one-piece flow. Increased cell productivity from 700 to 1,000 units per day.
- Secured tax incentives of \$5,500 per employee for a total of 90 employees or \$495,000.

Member at West Plaza Capital

October 2009 - November 2011 (2 years 1 month)

Associate at Clayton Capital Partners

July 2008 - October 2009 (1 year 3 months)

Clayton Capital Partners is a middle market investment bank focused exclusively on mergers & acquisitions (M&A). Clayton Capital primarily works with clients with EBITDA from \$1-\$5 million in a wide range of industries. Clayton Capital works on buy-side and sell-side deals.

As an Associate, Nick:

- Assisted in or led all phases of the transaction lifecycle including buyer identification, development of offering memoranda, interaction with potential buyers, management presentations, offer analysis, offer negotiation, due diligence, and close.

- Created financial models to communicate value of clients to prospective buyers. Models were of varied levels of sophistication up to and including creation of interlinked balance sheet, income statement and statement of cash flows.

Supply Chain Consultant at Intel Corporation

May 2007 - August 2007 (3 months)

- Led a team that created a new global distribution strategy for microprocessors, Intel's main line of business.
- Reduced inventory by 3 weeks translating to more than \$25 million in annual savings. Increased fill rate by 20% resulting in approximately \$10 million in additional revenue.
- Performed financial analysis to show that savings in inventory far outweigh the required capital expenditures.
- Outstanding performance awarded with invitation to speak at a national conference.

Corporate Development Consultant at 3M

January 2007 - April 2007 (3 months)

- Researched adjacent market segments and identified the most attractive segments.
- Identified merger & acquisition candidates within those segments and recommended the most attractive candidates.
- Sponsor acted on the team's recommendations.

Analyst/Consultant at Deloitte

February 2004 - June 2006 (2 years 4 months)

Operations consultant (Lean, Six Sigma) to Fortune 100 firms. In these roles, Nick:

- Earned an early promotion after performing successfully in stretch assignments.
- Analyzed manufacturing processes to assess efficiency and to ensure replicability in other sites around the world.
- Recognized as a leader on assigned projects.
- Worked with client to analyze current and future manufacturing processes, identify gaps, propose solutions, and seek approval from senior management.
- Achieved Green Belt certification by logging more than 500 hours of Lean project experience resulting in cost savings in excess of \$1 million.

Intern at Textron

June 2001 - December 2003 (2 years 6 months)

Various Lean-related activities, TPM, Kaizen events, etc.

Education

University of Michigan

Master of Business Administration (MBA), Finance and Operations, 2006 - 2008

Activities and Societies: President - Tauber Institute Student Advisory Board, Leadership Development Student Advisory Board Member

University of Missouri-Columbia

Bachelor of Science (B.S.), Industrial Engineering, 2000 - 2003

Activities and Societies: Beta Theta Pi Fraternity

Georgia Institute of Technology

Industrial Engineering, 1999 - 2000

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[Contact Nick on LinkedIn](#)