



Jeffrey G. Vogelsang
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Jeff Vogelsang has been advising and leading middle market companies on strategic initiatives, profitability improvements, capital structure, mergers and acquisitions and operational performance improvements for the past twenty-three years. Prior to founding Promontory Point Partners in January 2002, Mr. Vogelsang gained invaluable experience as a turnaround and crisis manager for Jay Alix & Associates (now Alix Partners), an internationally known firm specializing in large corporate restructurings. Jeff began his career in turnaround and profitability improvement as a turnaround manager for Fort Dearborn Partners, a regional turnaround firm based in Chicago. Jeff has been instrumental in leading turn-around engagements in a broad spectrum of industries including food and protein processors, steel forgings, plastic injection molding, information technology, commercial printing and packaging, printing equipment manufacturing, sporting goods manufacturing, direct marketing, licensed apparel design and manufacturing, automotive manufacturing and numerous distribution operations.

Mr. Vogelsang is often called upon in situations that require immediate and decisive action and where senior management needs to be enhanced or replaced quickly. Most recently, Jeff was Interim Chief Executive Officer for an engineered fastener manufacturer which is focused upon consolidating domestic niche fastener companies. In prior engagements, Mr. Vogelsang has been Interim CEO of an aerospace manufacturer, Interim CEO for a sheet metal enclosure manufacturer, Interim President for a branded breakfast sausage and bacon company, Interim General Manager for two Catalytic Converter Manufacturers, Interim President for a Remanufacturer of Electrical Power Equipment, Interim CFO for a commercial printer, Interim CFO for a licensed apparel company, Interim CEO for a second licensed apparel company and interim CFO for an energy services crane and heavy haul trucking company.

In September of 2003, Mr. Vogelsang and his partner Michael Barto were presented with the “Turnaround of the Year” award from the Chicago/Midwest Chapter of the Turnaround Management Association. Selected by a panel of distinguished peers, the award recognizes the tremendous turnaround of an unprofitable material handling manufacturer which has now consistently achieved operating income levels of 20%+ for over a decade.

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Mr. Vogelsang has extensive experience in working with privately held companies and in understanding the special complexities and emotional issues involved in the turnaround of such situations. Jeff has the unique skill of being able to quickly assess the situation, determine the actions needed and lead the existing ownership and management team through implementation.

In addition to his exceptional interpersonal skills, Jeff backs up his leadership role with solid experience in cost accounting, lean manufacturing, flexible manufacturing, the Economic Value Added methodology and sales and marketing management. Jeff taught finance and cost accounting courses at the Milwaukee School of Engineering for two years and he has lectured extensively on turnaround strategies, EVA and the capital markets.

Mr. Vogelsang has a bachelor's degree in Finance from Northern Illinois University and a Masters of Accountancy from the University of Wisconsin in Milwaukee. Both degrees were awarded Magna cum Laude. He passed the CPA exam in 1995 and received his Certified Insolvency & Restructuring Advisor (CIRA) designation in 2002. Jeff achieved the Certified Turnaround Professional (CTP) designation in 2004.

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