


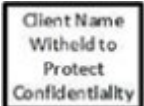





Big Trouble, Turnaround Successes


<p>Bookmark 610.2</p>  <p>Mark Grant</p>	 <p>Stewart and Stevenson</p>	<p>Led stock price from \$6 per share to \$35 per share and sale in four years.*</p>	<p>Grant led earnings and stock growth from \$6 per share to \$35 per share at sell-out over four years.*</p> <p>\$700 Million Oil, gas, power industry parts, services and packaged solutions provider</p> <p>Manufacturer of jeeps, trucks, specialty vehicles for U.S. government</p> <p>(Contact Us for Confidential Details)</p>
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<p>Bookmark 611.1</p>  <p>Jane Mills</p>	<p>safety-kleen. Safety-Kleen</p>	<p>Grew division to \$200 million While company was exiting bankruptcy,</p>	<p>\$1.2 Billion Recycler and disposer of oil, hazardous waste.</p> <p>As Senior VP, built Western Division and Canada to \$200 million (25% of company total). While company was exiting bankruptcy, brought her division from a loss to #1 revenue and EBITDA (>10%) among the divisions for five out of six years.*</p> <p>(Contact Us for Confidential Details)</p>
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<p>Bookmark 730</p>	 <p>Large Manufacturer</p>	<p>Grew \$750 Million P&L unit at 2.5X Market during SEVERE DOWNTURN in Oil & Gas</p>	<p>Company Name Confidential. Vice President, Global End User Sales and Service, \$750 Million P&L: - Prospering, Growing at 2.5X Market in Severely Down Oil & Gas Sector</p>
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	<p>and Importer of Pumps, Valves, Systems, Services for Oil & Gas, Other Industries</p>	<p>- Added Significant Services to Products, resulting in 200 contracts for predictive diagnostics, on-site services, software engineers</p> <p>- Cross Selling, Selling Service Value-Add, "Less about selling widgets, more about selling services"</p> <p>- Expanding in other markets where Oil & Gas products can be used, doing well</p> <p>Key Lessons on Surviving, Thriving in Hard Oil & Gas Downturn:</p>
<p>Dave Johnson</p>		<ul style="list-style-type: none"> • Commodity parts of business surviving, doing OK • Project business and Upstream businesses off hard • Expanding in other markets where Oil & Gas products can be used, doing well

<p>Bookmark 800.4</p> 	 <p>SPX Evaporative Cooling, SE Asia</p>	<p>Led turn around resulting orders increased by 58% and revenue increased by 27% in one year.*</p>	<p>\$522 Million Manufacturer of Cooling Equipment for Generators, Commercial, Industrial Equipment</p> <p>Led turn around resulting in \$3 million operating profit improvement, orders increased by 58% with revenue increased by 27% in one year.*</p> <p>(Contact Us for Confidential Details)</p>
<p>Victor Allison</p>			

<p>Bookmark 803</p>	 <p>Allegheny Technologies</p>	<p>18% sales increase in 2010 (after extreme</p>	<p>\$300 Million Tungsten Materials and Cutting Tools Business</p> <p>Restructured the business during the '09 recession. Led commercial</p>

 <p>Stan Block</p>		<p>recession 2008/2009)</p>	<p>markets to 2010 sales of 18% increase over 2009 and bookings increase of 23% for Q1 2010. Won \$30 million six year contract to supply a global oil and gas equipment manufacturer. Increased customer share 250%.*</p> <p>(Contact Us for Confidential Details)</p>
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<p>Bookmark 852</p>  <p>Chris Selle</p>		<p>Returned Struggling business to profitability</p>	<p>20+ Years Leading Sales and Effective Execution of Business Services. Highlights:</p> <p>As CEO, took over struggling services business, returned to profitability, sold and delivered \$100 million+ in services during eight year tenure.</p> <p><u>Details, Success Stories Pre-Omnicom</u></p>
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