






Increase Margins, Grow High Margin Customers



<p>Bookmark 854.1</p>  <p>Scott Clarion</p>	 <p>Heat Treatment Firm</p>	<p>Grew OPERATING PROFIT from 8% to 18% in four years for \$120 million commercial pump division</p> <p>Grew profits from loss to nearly 15% EBITDA for heat treatment firm</p>	
--	---	---	--

<p>Bookmark 605.2</p>  <p>Mark Acer</p>		<p>49% Gross Profit Over Long Term</p>	
--	--	---	--

<p>Bookmark 611.2</p>  <p>Jane Mills</p>		<p>Grew division from loss to 10% EBITDA over six years.*</p>	
---	---	--	--


<p>Bookmark 605.1</p>		<p>Sold company in 2007 for 25</p>	
------------------------------	---	---	--

		<p>Times Earnings! *</p>	
<p>Mark Acer</p>			

<p>Bookmark 601.2</p>		<p>Grew Services Sales from \$250 Million to \$540 Million and Operating Profit from \$18 Million to \$95 Million in Two Years</p>	
	<p>GE Energy</p>		
<p>David Watson</p>			

<p>Bookmark 714.1</p>		<p>\$500,000 to \$3 Million Sales at 50%+ Gross Profit to: Energen, BMW, Safety Kleen, Shell Oil, Entergy, United States Air Force, Lennox Air Conditioning, Texas Commerce Bank, NCR, Union Pacific Resources, Meridian Oil, McDonnell Douglas Aircraft, Cessna Aircraft, Truman Medical Center, Gillette, Hasbro Toys</p>	
			
<p>Bill Seven</p>			



<p>Bookmark 854.2</p>		<p>Grew HIGH MARGIN customers from 45% to 78%</p>	


	Heat Treatment Firm	Reduced low margin customers from 55% to 22%	
Scott Clarion			



Bookmark 728		Grew Unit From \$42 Million to \$180 Million in 18 Months. Maintained 25% Pre-Tax Profit, 50%+ Gross Profit	30+ Years with EDS and Similar Outsourcing / Consulting Services Companies. Details on some of his biggest sales and leadership results:
			<ul style="list-style-type: none"> - Grew Unit From \$42 Million to \$180 Million in 18 Months. Maintained 25% Pre-Tax Profit, 50%+ Gross Profit - Grew Unit From \$1.2 Billion to \$2.9 Billion in 24 Months. Maintained 20% Pre-Tax Profit - Grew Revenues from \$4 Million to \$16 Million in Consumer, Manufacturing, Distribution and Retail segments. Clients included Unilever, Philips, Corning, Textron, Circuit City, Dial, LSG-Sky Chefs, Scotts, CSX, GM, Johns Manville, Pactiv, Honeywell, Meijer, Kraft, Newell Rubbermaid, Walgreens, ArvinMeritor, Xerox. - Saved \$125 Million/year for client through supplier selection and and contract negotiation for F&A, Purchasing, HR, Engineering, IT infrastructure and IT Applications.
Mark Ayers			



			<p>Large Sale Details:</p> <p>(728) High Margin Win, SAP, Oracle, BAAN, Peoplesoft Application Services Unit*: Maintained 25% Pre-Tax Profit, 50%+ Gross Profit While Growing Unit From \$42 Million to \$180 Million in 18 Months. Growth was extremely rapid due to year 2000 implementations.</p> <p>(729) High Margin Win, IT Infrastructure Outsourcing Services Unit*: Maintained 20% Pre-Tax Profit While Growing Unit From \$1.2 Billion to \$2.9 Billion in 24 Months. Switched from product resale strategy to outsourced services strategy.</p> <p>(730) High Margin Services Sales - \$325 per Hour Consulting Services: Grew Revenues from \$4 Million to \$16 Million in Consumer, Manufacturing, Distribution and Retail*. Clients included Unilever, Philips, Corning, Textron, Circuit City, Dial, LSG-Sky Chefs, Scotts, CSX, GM, Johns Manville, Pactiv, Honeywell, , Meijer, Kraft, Newell Rubbermaid, Walgreens, ArvinMeritor, Xerox. Service sold by small consulting firm was senior executive advisory on outsourcing purchases.</p> <p>(731) Meijer: Deductions Management, Trade Funds Reconciliation*, Purchasing, Finance, H/R: Sold team of 6 people, to evaluate, then outsource those functions with a solid business case.</p>
--	--	--	---



			<p>(732) Major CPG Company, \$125 Million Annual Savings: Sold a team of 20+ consultants for 15 months to evaluate all G&A function. Assisted in the supplier selection and and contract negotiation for F&A, Purchasing, HR, Engineering, IT infrastructure and IT Applications. Resulted in \$125 million in annual savings for client.</p>
--	--	--	--

<p>Bookmark 731.1</p>  <p>Mike Fairbairn</p>	 <p>\$2 Billion Engineered Pumps, Valves, Systems, Services for Oil & Gas</p>	<p>Grew Operating Profit growth from \$14 million to \$120 million</p>	
--	---	---	--


<p>Bookmark 800.2</p>  <p>Victor Allison</p>	 <p>Stewart and Stevenson Gas Turbine</p>	<p>Led the aftermarket team to \$103 million in revenue and \$42 million in margin in 18 months</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>Founding member during acquisition. Led the aftermarket sales team to \$103 million in sales and \$42 million in margin in 18 months.*</p> <p>(Contact Us for Confidential Details)</p>
---	---	--	---



<p>Bookmark 800.1</p>  <p>Fred Thompson</p>	 <p>\$4.8 Billion Engineered Pumps, Valves, Systems, Services for Oil & Gas</p>	<p>Grew division from \$1.2 billion in sales to \$3 billion over five years</p> <p>Moved Flowserve from #6 to #1 in the engineered pumps industry.</p>	<p>Thompson led growth of Flowserve Engineered Pump division from \$1.2 billion in sales to \$3 billion over five years, moving Flowserve from #6 to #1 in the engineered pumps industry. Included the consolidation of sales forces from four business units to a single sales force of 400 technical sales people.</p> <p>Value Pricing Win: Thompson led the sale and delivery of a high margin, “fixed fee” project to handle all seals and related maintenance for Albamarle Chemical for five years.*</p> <p>(Contact Us for Confidential Details)</p>
--	---	--	--

<p>Bookmark 800.3</p>  <p>Victor Allison</p>	 <p>SPX Cooling Technologies</p>	<p>Led aftermarket business growth from \$26 to \$40 million in two years with a 25% operating profit margin.*</p>	<p>\$522 Million Manufacturer of Cooling Equipment for Generators, Commercial, Industrial Equipment</p> <p>(Contact Us for Confidential Details)</p>
---	---	---	--

<p>Bookmark 801.1</p>  <p>Rob Glen</p>	 <p>(Formerly Monsanto Electronic Materials)</p>	<p>Organic Sales Growth over 20%,</p> <p>10% avg. price increase for commoditized products,</p>	<p>\$1 Billion Silicon Wafer Manufacturing, Texas Pacific Group (Private Equity)</p> <p>Led organization to Organic Sales Growth over 20%, first profit in 15 years, 10% avg. price increase for commoditized products, 28% of revenues from new products (historic high), 15% commercial headcount reduction, 40% travel cost reduction. Integrated nine commercial organizations integrated into one. (15 year</p>
---	--	---	---

			<p>tenure, including worst market downturn in semiconductor industry history.)*</p> <p>(Contact Us for Confidential Details)</p>
--	--	--	---

<p>Bookmark 801.5</p>  <p>Rob Glen</p>	 <p>MEMC <i>(Formerly Monsanto Electronic Materials)</i></p>	<p>28% of revenues from new products</p> <p>First profit in 15 years</p>	
---	--	--	--

<p>Bookmark 801.2</p>  <p>Rob Glen</p>	 <p>GE Aviation – Marine & Industrial Engines</p>	<p>35%+ organic sales growth in year one and 20%+ growth in year two.</p> <p>\$100 million+ sales in year one for new unit</p>	<p>\$1.4 Billion Division</p> <p>Led consolidation of six businesses into a single \$320 million unit. Unit's performance included 35%+ organic sales growth in year one and 20%+ growth in year two.</p> <p>Created another unit resulting in \$100 million+ sales in year one.</p> <p>Penetrated UK Oil & Gas market resulting in \$60 million sale to British Gas and the UK Interconnector, winning 100% of annual UK Oil and Gas related projects. Previous company share had been 0%.</p> <p>Packaged Power Services unit met plan and grew operating margins 34% with 35% growth rate (approx.)</p> <p>Customer Products unit grew 62%, exceeded goals by 10%, record sales - all while operating at 60% of budgeted headcount</p>
--	--	--	---

			<p>Led campaign resulting in <i>sales of 22 units prior to availability</i> of new LM2500+ engine.*</p> <p>(Contact Us for Confidential Details)</p>
--	--	--	--

<p>Bookmark 853.1</p>  <p>Tom Ingram</p>		<p><i>\$10 million margin improvement and \$40 million sales gain for client from a sales technology project</i></p>	
---	---	---	--