

JSCO INC. EXECUTIVE RESOURCES
Transportation Recruiting Specialists
<http://www.directacareer.com>
E-Mail: recruiter@directacareer.com
Business: 800-723-2691 - Cell: 316-209-3377

Candidate #piec220for

OBJECTIVE

I would like to utilize my years of business experience and leadership success. I believe team building and team management is the foundation upon which to strengthen individuals and achieve team success. My experience also allows me to contribute to process development, process implementation, and successful execution within a strong business accountability culture.

QUALIFICATIONS

- CEO-President, national truck load carrier, \$82 million, 675 tractors
- CEO-President, (NASDAQ) national truck load carrier, \$35million, 330 tractors
- Motor carrier consulting firm, safety, financial, operations, marketing programs
- Founder & President, \$12million sales, freight brokerage and logistics consulting
- Executive VP, \$125 million LTL carrier, 105 terminals, 4,000 employees, 22 states.

History and Standards for Business

Strategic Planning Including Plan Implementation

Provide hands-on approach including implementation of the solution and training in how to handle problems in the future.

Growth Management

Increasing market share and penetrating new markets can be expensive and dangerous. Experience can be of great value.

Financial Reporting

Accurate data reported timely and in an understandable format improves the ability of management and clearly states the company valuation.

Resource Planning & Execution

Practical strategic planning must be developed, implemented, modified if required and most importantly, monitored for accountability. Firmness of mind and experience is required for complete success of any business activity

Special Skills

- ♦ Developed budgeting, planning and reporting models
- ♦ Marketing plan development and management
- ♦ Balance sheet management and responsibility
- ♦ Operation efficiency models, implementation and management
- ♦ Cost containment
- ♦ Labor relations
- ♦ Employee benefit planning

PROFESSIONAL EXPERIENCE

Consulting 1998-Present

Created a third party marketing concept for financial planning services for community banks, CPA firms, and law firms.

- **Achievements:** Series 6, 63, 7 security licenses.
- **Achievements:** Obtained life, health insurance licenses.
- **Achievements:** Certified in Family Business Succession Planning.
- **Achievements:** Developed small business profit improvement programs.
- **Achievements:** Developed relational data base systems for small businesses including transportation and logistics companies.
- **Achievements:** Merger and acquisition of small companies for investor group.

President-CEO 1995-1998

Founded company and directed acquisitions for investor group.

- **Achievements:** Acquired three transportation companies.
- **Achievements:** Merged all operating companies into holding company.
- **Achievements:** Created an equipment leasing company.
- **Achievements:** Created a labor leasing company.

President-CEO 1991-1995

Hired by Board of Directors for "turn around" of struggling company.

- **Achievements:** Negotiated an equity position in company based on financial improvements
- **Achievements:** Increased revenues from \$23 million to \$92 million annually.
- **Achievements:** Produced profitability and corporate net worth with thirty months of continuous profitability.

President-CEO of Transportation Service Co. 1988-1991

Selected (Hired) by Board of Directors and secured creditors of the company for turn around of company.

- **Achievements:** Created positive cash flow of company.
- **Achievements:** Developed consistent profitability.
- **Achievements:** Located a strategic buyer and negotiated sale of company.

Principal Partnership of Consulting Firm 1986-1988

Accepted a partnership position with a motor carrier safety consulting firm.

- **Achievements:** Expanded the firm's services to include financial, operational and marketing consulting.
- **Achievements:** Developed fourteen active motor carrier client base.

Detailed Information and references available upon request to:

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President Transportation Marketing Co. 1982-1987

Granted an equity position to develop a transportation brokerage company for an investor group.

- **Achievements:** Responsible for start-up and management of brokerage services.
- **Achievements:** Created a freight bill payment program.
- **Achievements:** Developed a private fleet management consulting service.
- **Achievements:** Distribution center location for service maximization for shipper-receiver
- **Achievements:** Generated annual revenues of \$12 million in five years.

Executive Vice President Transportation Co. 1963-1982

Various operations management position over nineteen years of service.

Director of Industrial Engineering

- **Achievements:** Developed work standards used in profit model for company.

Director of Corporate Profit Model

- **Achievements:** Responsible for development of a fully allocated profit model for customer analysis and corporate planning.

Vice President Operations

- **Achievements:** Responsible for line haul, maintenance, terminals(105 offices), 3,500 employees including 136 sales people.

Senior Vice President, Marketing and Pricing

- **Achievements:** Responsible for all pricing and national account sales management with annual sales of \$125 million.

Senior Vice President Research and Development

- **Achievements:** Responsible for corporate planning.

EDUCATION

Memphis State University , Memphis, TN
Economics and Statistics

Purdue University (Corporate Graduate Program)
Industrial Engineering

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