

Mark DeLeo

Director

Mark DeLeo has over twenty years of senior operational experience. His focus is implementing sustainable changes that positively impact bottom-line results through revenue growth and cost reduction strategies. Mark's expertise includes sales and distribution channels, product costing/pricing and rationalization, supply chain optimization, lean manufacturing, organizational alignment and development.

With assignments ranging from start-up ventures to Fortune 100 businesses, Mark has experience in a variety of industries including retail, transportation, manufacturing, aerospace, banking and financial services. Mark also possesses adroit analytical and political skills which are critical in addressing various constituencies' needs.

Highlights:

- Twenty two years of senior operational restructuring assignments.
- Over 60 assignments serving in a variety of capacities including interim President, COO, chief restructuring officer and chief integration officer.
- Twelve years with Proudfoot/Philip Crosby Associates, a leading provider of productivity and quality management consulting services. As senior executive, led client assignments in North America, Korea, Japan and Spain for such entities as CitiGroup, ABB, Samsung, Tokai Financial, Riser Foods and LTV Aerospace.
- As executive vice president and chief quality officer for a multi-billion dollar leasing company, led the effort which resulted in a 20% year-over-year growth in revenue and EBITDA. In 20 months was able to increase shareholder value 2.5 times and sell division to European Bank.
- Serves on the Board of Directors/Advisory Board of three companies in the Healthcare, Farming and Education industries.

Current/Recent Engagements:

- Ten month assignment as acting CRO for the largest privately-held operator of helicopters in the Gulf of Mexico providing logistics and transportation services to the oil and natural gas industry. Safety and service levels were negatively impacting revenue and profits. Implemented major changes to include organizational structure with focus on improving safety and service while reducing cost. By improving service and safety, achieved a 10% increase in sales contracts in a flat market. Reduced CAPEX by 35%, logistics cost per flight hour by 14%, and labor cost per flight hour by 13%.
- Identified and developed cost-reduction plan for the second largest seller and operator of fractional aircraft shares in the U.S. Working with senior management, achieved \$18 million in cost reductions in an industry with downward market pressure.

- Engaged to address warehouse issues for a \$140 million plastic manufacturer; subsequently inserted as COO. Increased EBITDA by developing and implementing a strategy that improved sales and service levels while reducing cost and simplifying business by eliminating 30% of the SKUs.
- Interim chief integration officer for \$90 million manufacturer that acquired two companies in a ten month period. Developed and implemented operating plans for both acquisitions while working closely to improve operational performance at three existing business units.
- Turnaround advisor for an aerospace heavy maintenance company (Avborne) that had experienced five straight years of losing money. After installing lean manufacturing principles, restructuring the organization and improving supply chain process, the company became profitable in less than two years. It was subsequently sold, netting private equity owners significant return on their investment.
- Turnaround advisor for Company owning 26 high-end retail entities. Concentrating on after sales and service, repair turnaround time was reduced by 53%, repair costs were reduced by 29% and customer service levels improved by 32%.
- Project director for a major international ground transportation company that developed and implemented a pre-load quality initiative improving a terminal's quality, service and cost levels. Starting as a test pilot in four locations, the project was eventually rolled out to all US based terminals.