

JOHN HARRIS
92 Center Street
Stamford, CT, NJ 00001
USA

Tel. Home : (999) 888 7777
Office : (999) 666 5555
e-mail: jharris@cox.net

18 years experience in sales development of highly technical products, team leadership, mergers & acquisitions and management of industrial operations in international environments.

PROFESSIONAL EXPERIENCE

WIDE VIEW USA, INC. (Stamford, Connecticut)
President and Chief Executive Officer

From 1994 to september 2001

US subsidiary of the Wide View group (sales \$800 million, 5000 employees), Wide View USA manufactures and sells equipment and systems to the Chemical and Pharmaceutical Industries. Customers include Pfizer, Abbott Laboratories, Novartis, Monsanto, Dow Chemical, Dupont etc... The Company sales are approximately \$50 million, and there are 180 employees.

- A complete turnaround was achieved. From 1990 to 1994, the Company showed net losses of \$17.8 million (\$6.8 million in 1993). Since 1995, the Company has been profitable every year. Net income has grown from \$733 thousand in 1995 to \$2.4 million in 1999.
- Since 1994 sales have doubled. Preferred agreements (preferred pricing in exchange of exclusivity, maintenance contracts, consignment of inventory at the customer site, electronic connections etc) have been signed and implemented with major customers (Eastman, Monsanto, Merck etc).
- An ERP computer system has been installed. A computerized sales forecast pilots the entire supply chain. Fabrication cycles have been reduced by 30%. Exactitude of production parameters (inventory accuracy, bill of materials, routings) has been established. Performance measures are being followed and posted throughout the Company. In 2001, it is anticipated that a "class A" certification will be awarded by the consultant Oliver Wight.
- A Research & Development Department has been created, and at least two new products were introduced every year. In 1999, an automatic powder charging system was introduced successfully (sales of \$300,000 in 1999, and with projection of \$1.2 million in 2001)
- Acquired DEF Inc. in 1999 and GHI Process Systems Inc. in 2000. Both companies also sell manufacturing equipment and systems to the same customers as Wide View.

MNO MATERIALS INC (St. Louis, Missouri)

From 1987 to 1993

US subsidiary of the Overseas (sales \$3.5 billion, 20,000 employees), MNO has sales of \$600 million, employs 1600 and manufactures cement, concrete and other construction materials. Initial employment was at the British headquarters for the North American Division of the Company. Assignment to the US occurred in 1988.