

Richard D. Golden

Objective Challenging Leadership position with progressive company.

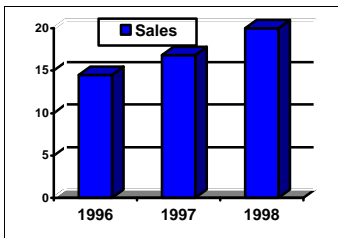
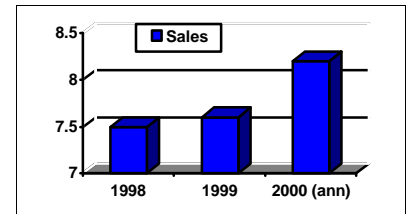
Qualifications

- ? Proven Leadership
- ? Successful Sales Professional
- ? Articulate, Poised Public Speaker
- ? 10 years Outside Sales Experience
- ? Twice Published in National Publications
- ? Marketing, Sales & Supply Chain Management
- ? Well rounded in all aspects of Modern Production

Work Experience

1998 - 2001 Hydro Tek Systems, Inc. Redlands, CA
General Manager

- ? Increased sales from \$7.5MM to \$8.2MM
- ? Increased Gross Margin 4%
- ? Reduced overall purchase costs by 2.3%
- ? Established Mktng Dept. & Nationwide Sales Force
- ? Developed measurement system & improved Mfg. Efficiency by 12%
- ? Created & Instituted first formal budgeting system
- ? Created & implemented company wide incentive program

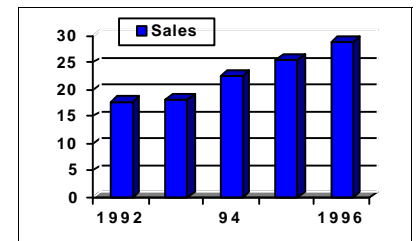


1996 - 1998 Terry Hinge & Hardware Van Nuys, CA
VP Sales & Marketing

- ? Increased sales from \$14.5MM to \$20MM
- ? Increased Gross Margin 7%
- ? Reduced cost of sales by 3%
- ? Established formal Nationwide Distributor Network
- ? Managed 4 Direct Sales and 28 Reps. Nationwide

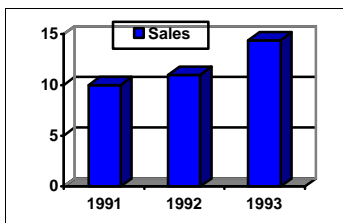
1993 - 1996 Parker Hannifin Corp.; O-Seal Div. Culver City, CA
Marketing Manager (Fortune 500)

- ? Increased sales from \$18.5MM to \$28.8MM
- ? Increased Gross Margin by 5%
- ? Coordinated outside sales of 8 Regions & 49 Salespeople
- ? Negotiated directly with Major Automotive, Aerospace and Governmental Customers
- ? Effective implementation of



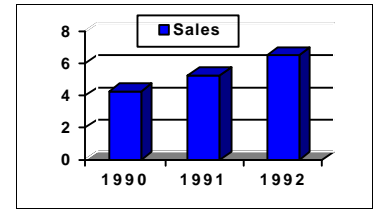
1992 - 1993 Parker Hannifin Seal Group Detroit, MI
Automotive Regional Sales Manager

- ? Increased sales from \$10MM to \$14.5MM
- ? Managed Sales to GM, Chrysler, Ford and "Transplants" including sub tier suppliers
- ? Managed 4 Direct Salespeople
- ? Coordinated Sales from 4 Divisions
- ? Conducted successful million dollar contract negotiations
- ? Instituted program tracking and sales support Internationally

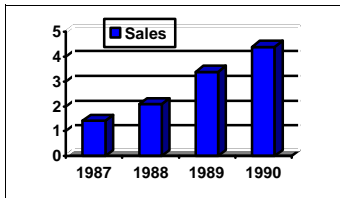


Work Experience
(cont.)

1990 - 1992 Parker Hannifin Seal Group Buffalo, NY
 Senior Territory Sales Manager
 ? Increased sales from \$4.2MM to \$6.5MM
 ? Territory from Syracuse, NY to Erie, PA
 ? Direct Sales to OEM's and supported 6 Distributor locations
 ? **Top National Salesperson 1992**



1987 - 1990 Parker Hannifin Seal Group Middletown, CT
 Territory Sales Manger
 ? Increased sales from \$1.4MM to \$4.4MM
 ? Territory included W.MA, RI, CT, 'Upstate' NY
 ? **Top National Salesperson 1989**
 ? **Top Regional Salesperson 1990**



1985 - 1987 R.F. Duffy Associates Braintree, MA
 Manufacturers Representative & Distributor
 1983 - 1985 House Ways & Means Cmt. Boston, MA
 Budget Analyst
 1982 - 1983 University of Massachusetts Amherst, MA
 Assistant to Chancellor

Education

1973 - 1977 University of Massachusetts Amherst, MA
 BA - Political Science
 1978—1979 Pepperdine University Malibu, CA
 Masters Work Human Resource Management
 1982 - 1984 University of Massachusetts Amherst, MA
 Masters Work Public Administration

Current: TEK Key Executive Member

Other professional affiliations, associations and education in keeping with professional growth and responsibilities.

Military 1977 - 1982 **Captain, U.S. Army**