

MARK ALOE
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SUMMARY

Results driven senior executive with proven expertise in growing revenue by increasing market share and margins for global enterprises. Highly effective at leveraging P&L to increase cash flow and ROI. Extensive experience with moving productivity to the next level and beyond by streamlining processes & organizations and eliminating waste. Build high performing executive teams and create a sharp focus on challenging goals. Expert at developing long-term customer partnerships, vendor alliances and community coalitions. In-depth knowledge of multi-site operations and technical systems integration, environmental health & safety, marketing, business development, mergers & acquisitions and external affairs.

PROFESSIONAL HISTORY

Managing Member, ALOE BROTHERS LLC, May 2009 to Present, natural resources, agricultural, land development and landfill concern with operations in the tri-state area.

Special Projects Director, SHENANGO, INC., October 2005-May 2009. \$300M enterprise in the coal, coke, and coke derivative (including coke tar and light oils) business. Land development and landfill operation, aggregate production. Operation of river docks for offloading and loading of bulk products.

Special projects including the sale of land to a regional developer. The sale of Landfill gas to a developer for injection into a natural gas pipeline. Review of Mining operations, both aggregates and coal.

Executive Vice President, AMERICAS HOME IMPROVEMENT CO., INC., 2004-August 2005. \$300M enterprise engaged in the selling, financing and installation of home improvements on a national basis.

Developed sales strategy and managed 1200 associates. Dealt with vendors, warehouses and distribution facilities, all installation personnel and subcontractors. Increased operating locations by 20% to 66 and EBIT by 30% in 2005.

President—BriteHouse Electricians, SARGENT ELECTRIC COMPANY, 2001-2004.
\$140M North American enterprise engaged in distribution and installation of large electrical construction and construction management for public and private projects.

Managed a full business unit which developed and implemented contracting strategies with large utilities to use their brand name to sell to their customer base electrical, plumbing and heating repair with warranty insurance policies.

Managed purchasing and subcontractor relations.

- Increased relationships with major utilities by 50% which drove revenue for Sargent. Developed the first contracts with utilities to use their customer base to sell services.
- Created high performing executive team by implementing principles from the book, Good to Great. Generated significant efficiency and customer responsiveness improvements in 90 days.
- Achieved business unit goals in profitability (+33%), production (+20%) and safety (+15%) when the principal business was in financial difficulty; the corporation critically needed strong cash flow. Led ordinary people to perform at extraordinary levels with a unique incentive bonus.

Executive Vice President and CFO, AMERICAN HOME IMPROVEMENT PRODUCTS, 1998-2001.

Controlled P&L for \$160M budget through 720 personnel and 4 directors.

Managed operations of 45 sales offices in 20 states, including a large vinyl window plant and warehouses in 20 states.

- Led Project Coordinator system for better service of customers that has become a home improvement industry standard operating procedure.
- Facilitated the redesign effort of the California division to address costs 22% above the competition. The office closure, department consolidation and process streamlining team effort reduced expenses by \$5M in the first year and an additional \$3M in the second year.
- Planned and implemented an International Organization for Standardization (ISO) program for distribution of manufactured and sold products including transportation of sold jobs. The project increased volume and customer repeat business while reducing costs.
- Integrated operations with vast cultural differences, disparate wages and excess staff. Created fully functional merged organization with 20% fewer employees, while maintaining historically strong production and reliability performance.
- Chief negotiator to sell AHIP to Sears that closed in December 2001. Directed lawyers and accounts to get a premium of one time sales for the company. Stayed for the transition to Sears Roebuck and Company.

Chairman and CEO, SHENANGO GROUP, 1986-1998.

Directed total operations of a \$300M enterprise with multiple foundries and blast furnace coke battery, mining and land development and railroad companies.

- Over a period of 12 years grew a family owned business from \$18M to a \$300M enterprise with multiple locations and production facilities with total employment of 2,000+ associates.
- Led talks with international corporations for supply contracts and sales agreements of product and services.
- Reduced expenses and manpower an average of 18% in all divisions of the company and increased production in all divisions each year by a minimum of 6%.
- Led the reformation of numerous pension plans and employee benefit plans.
- Established independent board of directors with agreement of all family members.

Chairman and CEO, ALOE HOLDING, 1978-1986

Bought family company back from Pullman Incorporated with revitalized finances and customer base.

PULLMAN INCORPORATED, 1972-1978

Assistant to divisional president with assignments as diverse as Kama River Truck Plant in Siberia and working on the Washington Metro System.

INTERNATIONAL EXPERIENCE

Have done business with international corporations with extensive experience in Europe, South America, Oceania, Japan, India and Central and South America and the former Soviet Union. Directed and sold products into all these markets and did extensive consulting work in mineral extraction and mineral valuation worldwide. Sold and traded coal and coke chemicals in all the above markets.

EDUCATION

Bachelor of Science – Management, Robert Morris University

COMMUNITY

Board Member – Currently Carnegie Museums of Pittsburgh, Magee Woman's Hospital, RIDC. Universal Electric Company, Quality Care Board UPMC **Former Board Member** Imperial Land Corporation, Quality Aggregates Corporation

MEMBERSHIPS

Member WPO, Laurel Valley Golf Club, Rivers Club, Pittsburgh Athletic Association, Duquesne Club, Longview Club