

## **Resume of Robert A. Klein**

### **Work Experience**

**1990 to present** - President and owner of Business Appraisals, providing business appraisals on all types of businesses. Former President and owner of Business Search, Irvine, California, A Merger & Acquisition firm specializing in the sale of manufacturing, distribution and related businesses, with programs for both buyers and sellers.

**1988 to 1990** - Vice President, Business Search, Inc. Newport Beach, California. Specializing in business sales & business appraisals.

**1984 to 1988** - PCM Realty, Laguna Hills, California. Business Account Executive specializing in the sale of Southern California manufacturing, distribution and service related businesses.

**1980 to 1984** - West Coast Sales, Fountain Valley, California. President and Owner. Import and wholesale distribution of florist supplies from China, Taiwan, Mexico and The Philippines.

**1979 to 1980** - Insta-Tune, Inc., Irvine, California. Director of Operations, responsible for the technical operations of 75 stores, Southern California advertising and franchise development programs.

**1977 to 1979** - Colorado Insta-Tune, Inc., Denver, Colorado. Colorado State Franchise Owner. Operated most successful single point Insta-Tune operation in the United States. First store was third in sales out of 100 stores within nine months of opening.

**1971 to 1977** - Colorado Chemical Specialties, Inc., Golden, Colorado. President, founder and 40% owner. Produced Ricon, a polybutadiene resin used in nuclear shielding for submarines, radomes for aircraft, circuit boards and rubber modification. Designed and constructed plant to produce 1,000,000 lbs./yr. of resin. Responsible for purchasing, marketing, sales management and plant engineering. Involved in plant maintenance, new equipment design and construction.

**1967 to 1971** - Johns-Manville Sales Corp., Denver, Colorado. Sales Engineer, sold Celite diatomite filter aids, Celite mineral fillers, and filter cartridges to industrial customers. Provided technical and in-plant customer services. Manufactured small test filters for five other Celite sales Reps.

**1963 to 1967** - United States Air Force. Captain, Nuclear Weapons/Armament. Officer Training School and Nuclear Weapons Safety School Honor Graduate. Graduated number one in Nuclear Weapons Technical School. Served at the following locations;

Duluth, Minnesota – Base Armament Officer, F106 Squadron. Supervised 75 men in Nuclear Weapons Storage and Maintenance, Missile Storage and Maintenance, Armament, and Explosive Ordnance Disposal.

Chia Yi, Taiwan - Deputy Base Commander, Armament Officer, Engineering Officer, Chinese Military Police Liaison.

### **Educational Training**

St. Joseph's College, Rensselaer, Indiana. Graduated in 1961 with a BA in Biology and Chemistry.

Illinois Institute of Technology - Industrial Mycology

Community College of Denver, Red Rocks. Business Management and Marketing

Irvine Valley College. Business, Accounting and Real Estate

## **Business Skills and Achievements**

**Accounting** - Developed statements, budgets, managed purchasing, accounts payable, and accounts receivable. Arranged bank loans and lines of credit. Packaged and acquired SBA loans.

**Advertising** - Operated in-house ad agency to develop print, radio and TV advertising for Colorado Insta-Tune.

**Business Consulting** - Designed and manufactured numerous pieces of production equipment for a California visor manufacturing client including computer controlled equipment.

**Corporate Management** - Established, staffed and chaired Colorado Chemical Specialties, Inc's. Board of Directors.

**International Business** - Imported and exported products, worked with letters of credit, import brokers, international shippers, agents and foreign manufacturers.

**Marketing** - Established successful programs in industrial wholesale and retail markets. Achieved market leadership in two areas. Developed telephone marketing and direct mail programs. Designed, photographed, and produced numerous sales brochures and mail outs.

**Plant Engineering** - Designed and built chemical plant to produce 1,000,000 lbs./yr. of Ricon resin. Equipment included chemical reactors, chillers, boilers, pumps, mixers, filters, ion exchange columns, distillation columns, fire protection systems, pneumatic and electrical process controls.

**Plant Maintenance** - Performed plant maintenance for over four years, including all mechanical and electrical repairs. Also performed machine shop operations to fabricate and repair components.

**Public Relations** - Promoted tune-up business by appearing on Denver's NBC Noonday TV program as a special guest (18 minutes), ABC TV 5:00 and 10:00 News regarding pollution and tune-up related issues (many times totaling about 20 minutes). Testified in the Colorado House and Senate as an expert witness. Developed an emissions test program with the Colorado House of Representatives.

**Sales** - Direct sales to industrial, wholesale and retail markets, both products and services. Also involved in franchise and business sales.

**Sales Management** - Industrial and wholesale markets. Hired, trained and supervised sales departments.

**Business Appraisals** – Twenty years experience plus training of associates in appraisal procedures. Certified member of NACVA