



Tom Click

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<http://www.linkedin.com/in/tomclick>

TOM CLICK

Age: 56

Category: Entrepreneur / Family Business Owner / Independent Director

EDUCATION:

- MBA - University of Kentucky Gatton College of Business and Economics
- BBA - University of Kentucky Gatton College of Business and Economics

BOARD HISTORY:

- Board Member, Service Wire Company (former Chairman)
- Board Member, NEMRA Manufacturer's Group (former Chairman)
- Board Member, GO Virginia Region 9 Council (former Chairman)
- GENEge Reshoring USA PPE Group, Region 9 Representative (former)

PUBLICATIONS:

- Underdog NYC Article
- Family Business Coalition - Protecting American family business strengthens the economy
- TeD Magazine - NAED Member Company Responds To President Trump's Tax Plan
- Morning Answer Chicago Radio - Small Business Owner Tom Click: Why My Business Needs Tax Reform
- The Washington Examiner - Small Business Tax Reform OpEd

HONORS AND AWARDS:

- Inc 5000 Fastest Growing Companies - 2015, 2016, 2017
- Business Person of the Year - Louisa County Virginia

RESUME: See Addendum



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Leadership Biography

Multi-discipline executive and entrepreneurial leader with a strong track record of revenue and earnings growth. Strong Family Board Experience dealing with Structure, Governance, and Ownership Issues.

A history of diverse experience, business model and strategy development, organizational turnaround experience, consistent growth leadership, maximizing profit advantage for key product segments, detailed price management, and applying digital solutions to real world business infrastructure and model issues.

Professional Experience

2016 to Present

Service Wire Company - servicewire.com

Culloden, WV

Board Member - former Chairman

- North American Wire Manufacturer - \$750M+ Revenue, 400+ Associates
- G2 Family business with Factories in Culloden WV, Phoenix, and Houston
- Elected Chairman in 2021 term ends 2023
- Key Team Member during the Negotiation & Buyout of various Trusts and other G2 Siblings
- Active Member of the Board Development and Compensation Committees
- Leading oversight both for the Operating Company and a \$100M Investment Fund

2010 to Present

Patriot Aluminum Products, LLC - patriotsas.com

Charlottesville, VA

Co-Founder, President & CEO

- Founded Patriot as a Leading Manufacturer in the \$100M Rigid Aluminum Conduit and Fittings Market in 2010
- Expanded Manufacturing to include Higher Margin Stainless Steel, Galvanized Rigid, and EMT Products - approximately \$350M Market Size
- Received Inc 5000 Fastest Growing Awards in 2015, 2016, and 2017
- Created Patriot Blue™ our Fast & Free Delivery service to form what has effectively become a Subscription Service for Conduit Products
- Leveraged our Professional Brand & Image Assets to make Patriot “First In Mind” when choosing Made In America Products
- 40%+ Market Share in our Primary Footprint
- Patriot currently Employs 80+ Individuals and Operates out of a 30,000 sqft facility in Louisa, VA, a 50,000 sqft facility in Chester, VA, and a 60,000 sqft facility in Houston TX.

2008 to 2010

Norsk Hydro Aluminum - hydro.com

Baltimore, MD

Vice President - Market Development

- Increased Market Share from 7.8% to 8.5% by aggressively targeting weak competitors
- Captured Annual Incremental Revenue of \$40MM by focusing our National Sales Efforts
- Enhanced Customer Facing efforts with the addition of 6 independent Sales Agencies

2000 to 2007

Indalex Aluminum Solutions

Chicago, IL

Vice President - Marketing & Products

- Managed several key functional areas: Marketing, Fabrication & Engineering, Electrical Products, Specialty Finishes, Drawn Tube
- Renegotiated an 8 year contract midstream with our fifth largest Customer, yielding incremental profit of \$1 million in year one and \$2 million by year five
- Transformed Electrical Products Division into a Profit Powerhouse
 - Grew ongoing Annual Profit from \$1.2 million to over \$9 million over 18 months
- Led Commercial turnaround of \$12 million Drawn Tube Division
 - Moved from a negative position to generating over \$1 million profit in year one
- Grew Office Furniture category by 40%
 - Generated \$2 million in contribution margin on \$15 million revenue, advanced Market Share from 14% to 35%; increasing profit by \$750,000 in year one
- Proven field experience with large National Accounts in a variety of Industries:
 - PetroChem, Engineering, Office Furniture, Transportation, Building & Construction, and Metals Distribution

1998 to 2000

Amerock division of NewellRubbermaid

Rockford, IL

Director of Marketing

- \$200MM division of NewellRubbermaid, Dominant National Presence
- Managed 6 Direct Reports, 14 Total Reports in Department – \$2MM Marketing Budget
- Directed Product Management, Product Development (Engineering), Marketing
- Led development of products and programs for Consumer, OEM, Dealer, and Distribution channels to achieve Vitality Index of > 20%
- Developed new products for key National Accounts including The Home Depot, Lowes, Target, American Woodmark, and Kraftmaid
- International Product Development - UK, Germany, Slovenia, and China

Industry Associations:

- National Electrical Manufacturers Rep Association - Member of the Manufacturer's Group
- National Association of Electrical Distributors – Member of the Manufacturer's Group
- National Electrical Manufacturers Association
- Aluminum Extruders Council –Member of the Marketing Committee
- Color Marketing Group – Presented at Annual Meeting
- Construction Specifications Institute

Education:

University of Kentucky

- MBA - Marketing & Strategy 1995
- BBA - Business Management 1992

Personal Interests:

- Raising 3 amazing children with my wife Sarah
- Motorcycling throughout Virginia back roads on my Harley Softail or Triumph Tiger XcA
- As a self-described "super taster", I enjoy collecting & tasting Bourbon, Red, & White Wines
- Acoustic and Bass Guitar, Former Lead/Backup Singer for Contemporary Church Band