

Robert W. Thompson, CTP

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PROFILE:

Senior financial executive with over thirty years experience in a broad variety of industries in both private and public enterprises. Such experience includes: an Initial Public Offering, M&A analysis and evaluation, turnaround/restructuring (including bankruptcy proceedings), the raising of venture capital and debt restructuring. Accustomed to being a hands on executive working in challenging situations.

- Initial Public Offering
- Mergers and acquisitions transactions
- Board and investor relationship management
- Public financings
- Business development
- Administration and organizational leadership
- Restructuring and reorganization
- Debt structuring and restructuring
- Accounting and reporting
- Risk management
- Information systems and technology
- Strategic planning

PROFESSIONAL EXPERIENCE:

MARTIN CADILLAC GROUP, Englewood Cliffs, NJ

2010

CFO/Financial Advisor

\$100 million retail automobile dealership group

- The dealership group, highly leveraged, facing reduced margins and slack demand for new and used vehicles, required extensive financial and operational restructuring to continue operating. Working with debt holders to refinance, provide adequate liquidity and reduce costs to stabilize and return the business to profitability.

TATUM, LLC, New York, New York

1999 - 2010

Partner

Tatum is an executive services firm, helping companies in transition. As a Partner, I had engagements with the following clients:

KAYE SCHOLER, LLP, New York, New York

2009

Interim Chief Financial Officer

\$500 million international law firm

- Interim CFO for this 500 attorney law firm during a disruption in their financial management. The firm terminated its CFO/COO and nearly simultaneous with that action, was advised by its Director of Finance that he had been diagnosed with a serious illness requiring extensive therapy during which time he would have very limited work availability. Provided financial direction and leadership during the finance director's convalescence

SLEEP INNOVATIONS, INC., West Long Branch, New Jersey 2008
Interim Chief Financial Officer

\$400 million distressed manufacturer and distributor of foam bedding products

- The company, highly leveraged and facing declining demand and reduced margins for its products, required extensive financial and operational restructuring to continue operating. Working with debt holders, equity investors and management to reduce debt provide adequate liquidity and reduce costs to return Sleep Innovations to profitability.

LIBERTY TRAVEL, INC., Ramsey, New Jersey 2007 - 2008
Interim Chief Financial Officer

\$2.5 billion private travel services provider

- Provided financial leadership to this company, a fully integrated leisure travel provider, during the sale process. The incumbent CFO resigned several months prior to the sale of the company to a large multi-national travel concern. Duties included aiding the due diligence process, implementing monthly financial reporting, developing a budgeting and forecasting procedure and providing transition assistance.

BARELE, INC. d/b/a OMEGA HOME HEALTH CARE, Brooklyn, New York 2006 - 2007
Financial Advisor

\$70 million private home health care company

- Financial advisor to the owners of this company on the sale of the business, one of the largest suppliers of home health care services to the New York City Human Resources Administration. Duties included: strategy and tactics on positioning and selling the business, introduction of company to certain private equity firms, negotiation with prospective buyers, analysis of proposed transactions and review of stock purchase agreement and other legal documents.

BUSH INDUSTRIES, INC., Jamestown, New York 2006
Interim Chief Financial Officer

\$350 million private manufacturer of ready-to-assemble furniture

- Provided financial leadership for this company, recently emerged from bankruptcy, while leading the search for a permanent CFO. The existing financial staff had been with Bush for many years and was unaccustomed to working with a high-energy CEO with a mandate to quickly improve profitability. Duties included working with the CEO to develop a new internal reporting format, the implementation of a new ABL credit facility, restructuring of the company's insurance program resulting in a significant saving and aiding in the divestiture of an unprofitable subsidiary.

J-M MANUFACTURING COMPANY, INC., Livingston, New Jersey 2005
Mentoring of Chief Financial Officer/Implementation of Standard Cost System

\$1.2 billion private manufacturer of plastic water and sewer pipe.

- The Company was in the process of being spun off from its parent. Mentored the incumbent CFO who had been with J-M for many years as a division CFO and needed tutoring to understand the various issues that a CFO of an independent company faces such as setting up a treasury function, dealing with auditors, asset based lenders, investment bankers, insurance brokers, etc. Also aided in the design and implementation of a modern manufacturing cost management and analysis system for a subsidiary of the Company.

SPRING AIR PARTNERS – NORTH AMERICA, INC., New York, New York 2003 - 2005
Chief Financial Officer

\$200 million troubled private manufacturer and seller of mattresses under the Spring Air brand.

- Severe operating and financial issues impacted the Company. Lead successful pre-arranged bankruptcy proceedings. Arranged for pre-petition and debtor-in-possession financing and managed vendor relationships. As a result, the Company emerged from bankruptcy protection in 6 months and resumed normal operations.

QUSION TECHNOLOGIES, INC., North Brunswick, New Jersey 2001 - 2002
Chief Financial Officer

Pre-revenue technology start-up developing high-speed optical switching devices.

- Implemented financial and manufacturing systems and controls. Leadership role in raising interim bridge financing and managed relationships with venture capital firms.

URBAN BOX OFFICE NETWORK, INC., New York, New York 2000
Chief Financial Officer

Early stage Internet e-commerce venture.

- Implemented financial systems and controls, managed board and investor relationships. Ultimately, the required financing the Company required to continue operations was not forthcoming, and it was forced to file for bankruptcy protection. Managed the liquidation of assets to maximize value for creditors.

PANGBORN CORPORATION, Hagerstown, Maryland 1999 - 2000
Chief Financial Officer

Troubled \$75 million heavy industrial equipment manufacturer.

- Leadership role in the operational and financial restructuring of the company. Such restructuring involved the termination and outsourcing of all manufacturing operations and a renegotiation of credit lines.

UNITED AUTO GROUP, INC., New York, New York 1994 - 1998
Vice-President – Finance

\$3 billion NYSE listed acquirer, consolidator and operator of automobile and light truck dealerships and related businesses.

- Leadership role in preparation for and execution of highly oversubscribed \$180 million Initial Public Offering of the Company on the New York Stock Exchange. Maintained same role in the completion of three private placements of debt totaling \$235 million including development of offering memorandum, proforma financial statements and financial projections. Other responsibilities included:
 - M & A Analysis and Evaluation
 - Operating Analysis/Budgets, Forecasting
 - Risk Management/Benefit Plans
 - Accounting and Reporting

HANLIN GROUP, INC., Edison and Linden, New Jersey 1983 - 1994
Vice-President and Corporate Controller
\$500 million private chemical and PVC pipe products manufacturing business with responsibilities including:

- Accounting and Reporting
- Operating Analysis
- Risk Management
- Reengineering and Reorganization
- Information Systems
- Divisional Control Staff

THOMAS AND BETTS CORPORATION, Raritan, New Jersey 1980 - 1983
Senior Financial Analyst within Treasury

ALLIED-SIGNAL CORPORATION, Morristown, New Jersey 1975 - 1980
Senior Financial Analyst within Industrial Chemicals Division

EDUCATION:

Master of Business Administration, Rutgers University
Bachelor of Arts, Monmouth University

OTHER AFFILIATIONS (current and past):

Turnaround Management Association (TMA), Chicago, IL
TMA is an organization of professionals dedicated to corporate renewal.

The British Memorial Garden Trust, Inc., New York, New York
Secretary/Treasurer

The trust is raising funds for the construction of a memorial in Hanover Square, New York to 9/11 victims, and to celebrate the historic friendship between Britain and the United States.

The St. George's Society of New York, New York, New York
Member

The society provides financial aid to indigent people in the New York metropolitan area.